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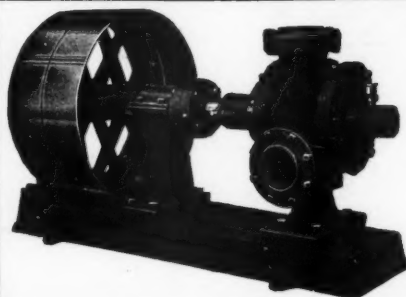
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CHICAGO AND NEW YORK

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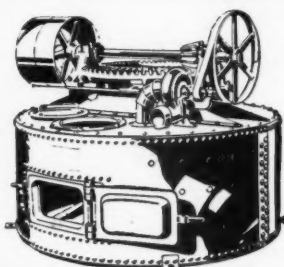
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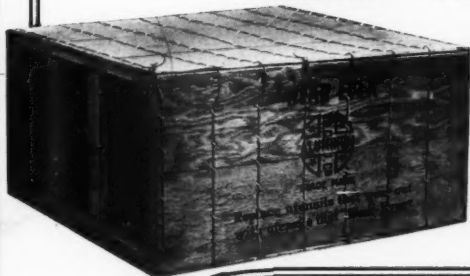
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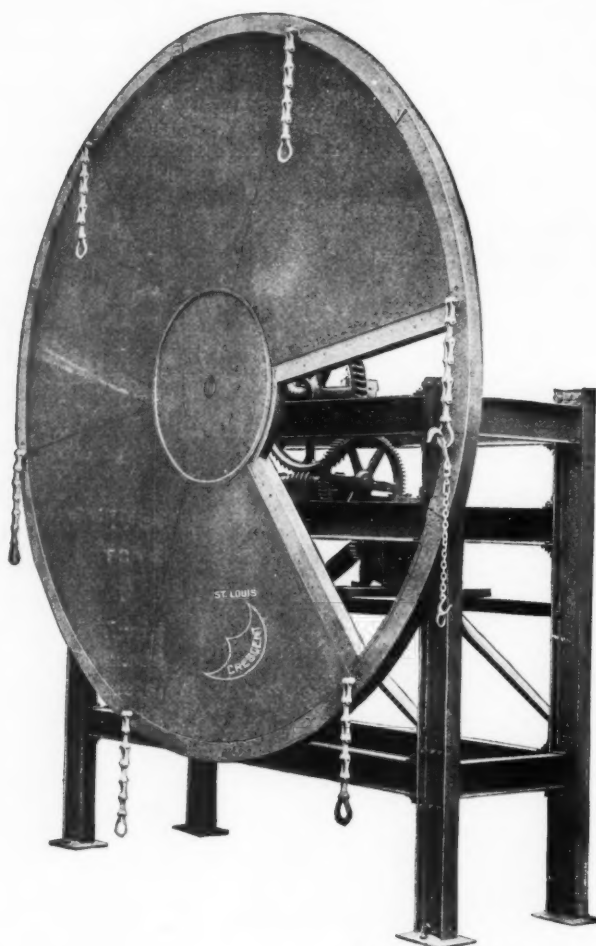
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THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS AND THE AMERICAN MEAT PACKERS' TRADE AND SUPPLY ASSOCIATION

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No. 1.

British Attempt to Hold Up Bacon Prices

The British Ministry of Food, which is continuing its war-time control over the meat trade in Great Britain, persists in attempting to maintain maximum prices for American bacon to the British consumer. Thereby it has involved itself in a controversy with British trade interests anxious to resume private trading and reduce prices to consumers so as to stimulate demand.

As was explained in last week's issue of THE NATIONAL PROVISIONER, the reason the British authorities are anxious to maintain high bacon prices is said to be so that they may recoup themselves for enormous losses in which they involved the government through resumption of meat control in August, 1919.

This resumption of control was preceded in the late spring of that year by enormous buying of pork products in the United States on government account, some of it under the camouflage of the British co-operative societies. This buying had a lot to do with sending hogs up to 23 cents, just as the Food Ministry's conduct since has had influence in bringing about present losses to American hog growers.

One Effect of Meat Control.

The British Food Ministry seized and has held control over all stocks of bacon, hams and lard since August, 1919, and still owes American packers more than ten million dollars which it refuses to pay except at terms which packers consider most unfair. This bacon control has resulted in the spoilage of millions of dollars' worth of meats, the shutting off of export trade with Great Britain in these products, and the maintenance of high prices to the British consumer.

It is this latter phase that brought forth the statement of the Glasgow Chamber of Commerce, published in the last issue of THE NATIONAL PROVISIONER, in which the Chamber charges the bacon section of the British Food Ministry with what is virtually "profiteering" at the expense of the British consumer.

The authorities attempted to answer the charges in an evasive way, claiming to be acting in the interests of the British taxpayer. The Glasgow Chamber returned to the attack with a repetition of its charges, and an offer to prove that present control prices are excessive, and that one week's shipments alone represented a difference of \$1,500,000 between the prices asked by the Ministry and what the

meats could have been sold for under private trading.

The Glasgow Chamber challenges the British Food Ministry to a test. If the latter desires to prove its interest in the welfare of the consumer let it remove the embargo against private importation of hams and bacon, and allow the British trade to compete with the government in the sale of these products. Given this freedom from control, British traders assert they will provide the public with better quality goods at 8 d. per pound less than the government's controlled price.

Would Force Packers to Ask Top Price.

Since this challenge was made the British Food Ministry has offered to permit private sale of imported bacon and hams, but insists that the price be the maximum fixed by the British authorities at date of sale. This practically amounts to a

forced maintenance of high prices, the object being to enable the government to continue disposal of its commandeered goods without suffering from private competition.

It is understood that this is the only condition upon which American packers can dispose of pork products in Great Britain. The Food Ministry controls all imports. It will allot goods to packers' agents or private traders at the place of landing only upon the written promise in the contract that "your agent will guarantee the Ministry of Food in London the ruling maximum price at date of sale." And the agent is allowed only 30 days in which to dispose of goods so allotted.

In view of the British consumer's inability at this time to pay such high prices, the chances for American trade in this direction are not likely to be rosy. The result is to discourage both the British consumer and the American livestock producer.

Packers Ask New Export Bill of Lading

The Institute of American Meat Packers has filed with the Interstate Commerce Commission its brief asking the Commission to promulgate an order requiring a new and different form of export bill of lading.

With a membership of 234 large and small packers, the claim is made that the value of shipments made by exporting members is equivalent to twenty per cent of the value of all commodities exported from the United States. Under these circumstances packers think they are entitled to a hearing on export bill of lading reforms.

Among the changes suggested in the form of lading now in use were the following:

1. Requirement that the document be a thorough bill of lading, with responsibility divided only between land and ocean carriers.
2. Abolishment of all conditions whereby the owner of the goods is required to intermeddle and assume responsibility for transfer of the goods between carriers.
3. Specific and definite provisions for the dispatching of suitable notices to owners, consignors and/or consignees where the shipment is, for any reason, stopped short of its intended destination, or diverted to other boats or routes.
4. Requirement that goods discharged short of intended destination shall be accorded suitable protection while awaiting further handling.
5. Where change of vessel is made the carriers to be charged with the responsibility

of seeing that a suitable boat is substituted, and that notices of the change are dispatched.

6. The carriers to be liable for the full loss sustained as the proximate result of their negligent acts or omissions.

7. Limitation of the carriers' liability to be increased from the present basis of \$100 per package to \$250.

8. Inland carrier to be liable as a common carrier until the goods are delivered to the vessel with no hiatus in the continuous liability between inland and ocean carriers.

9. Elimination of all excess verbiage tending to confuse the ordinary shipper and make difficult the collection of legitimate claims, and the substitution of short conditions which shall strictly conform to the law.

10. Elimination of the present condition whereby the shipper must agree to be bound by the conditions of other ships' bills of lading with which they are unequainted, and which will not be furnished them by the steamship lines.

The Institute of American Meat Packers covers the subject of ocean transportation conditions exhaustively in the brief which it has submitted to the Interstate Commerce Commission, and which was presented by Chairman Charles E. Herrick of the Traffic Committee, Chairman Samuel T. Nash of the Foreign Trade Committee, and Secretary C. B. Heinemann. These committees did a lot of work on this subject, and the argument presented is one that will deserve the serious consideration of the authorities.

MEAT PACKER AND ECONOMIC SITUATION

Livestock Declines Hurt Packer More Than Producer

The annual meeting of stockholders of the Cudahy Packing Company, held December 20, at Portland, Maine, gave the first opportunity for a formal statement by the head of a large packing concern on the present economic situation and its relation to and effect upon meat packing interests.

In his annual statement to shareholders President Edward A. Cudahy called attention to the general decline in commodity prices and the heavy cutting down of inventories. Here, as in other instances, the packer was ahead of many other lines of business in taking his losses by reducing his inventories. The packer was one of the first to feel the effect of changing conditions, and they have continued to have their influence. Conditions of foreign trade are reviewed, and the fact reiterated that Europe can resume buying, and paying for what she buys, only when she can export her own goods.

Mr. Cudahy also called attention to the fact that the packer is a heavier loser through decline in livestock prices than the individual livestock producer. He deplored agitation which causes misunderstandings between producer and packer, and declared himself a warm advocate of co-operation. In conclusion he expressed his belief that packinghouse product prices had reached the bottom, and that any improvement in market conditions would speedily show results.

Extracts from Mr. Cudahy's statement follow:

The financial statements and the profit showing for the year's business of any business concern cannot be considered apart from the general financial and economic situation.

The enforced liquidation of large inventories, especially in the later months of the year, in face of a rapidly decreasing demand, brought about a decline in commodity prices probably unequaled in commercial history. The packing industry was one of the first to feel the effect of changing conditions, and since the summer of 1919 the downward trend in the price of animal products has been well nigh continuous.

The effect of this decline, combined with high interest rates, and the increased cost of labor and operating expenses generally, are clearly shown in the balance sheet submitted herewith.

The Foreign Trade Situation.

For many years the packers' foreign business, particularly European, has been of large volume, but the continued depreciation of foreign currencies has seriously affected the demand for our goods. There are signs, however, of an early adjustment of the complicated problem of international finance, which will be of great advantage to the agricultural and packing interests of the United States, but it must be borne in mind that Europe can pay for the commodities she needs from us only by the exportation of her goods.

Following the armistice your company made large consignments of product to Europe and, due to the great subsequent depreciation in foreign currencies and to price regulation and other restrictive measures by foreign governments, these ventures resulted in very heavy losses.

The final returns on many of these consignments, due to the disorganized condition of Europe's commercial machinery, were not received until 1920, although the goods were sold before the close of our

fiscal year 1919. These losses, however, have been absorbed through an adjustment of our surplus, as shown on the face of our balance sheet.

In order to conserve the resources of the company, your directors, as I informed you on September 14th last, voted to omit payment of the regular quarterly dividend on the common stock.

The present market quotations for our stock is far below its real value. In common with many other sound securities,

ours are suffering largely because of disturbed general, financial and credit conditions, and not because of any lack of value in the assets of the company.

(Continued on page 46.)

CUDAHY OFFICERS RE-ELECTED.

The annual meeting of the board of directors of the Cudahy Packing Company was held at Chicago on December 24, and the entire present board of officers re-elected. They are: President, E. A. Cudahy; vice-presidents, E. A. Cudahy, Jr., and G. C. Shepard; secretary, A. W. Anderson; treasurer, J. E. Wagner.

Court Decisions of Interest to Packers

Recent court decisions involving points of interest to meat packers, as summarized by Arthur B. Hayes, attorney for the Institute of American Meat Packers at Washington, D. C., were published in the recent issues of THE NATIONAL PROVISIONER. These covered such subjects as sales agreements and contracts, banking transactions with bills of lading, railroad and car matters, etc.

Following is another summary of similar court rulings on a variety of matters, also prepared by Judge Hayes from reports copyrighted by the West Publishing Co., St. Paul, Minn.:

Carriers in Interstate Commerce Governed Entirely by Federal Law.—Missouri, Kansas & Texas Railway Co. vs. Isaac & Marx, 192 Pacific, 1094, decided October 12, 1920, Supreme Court of Oklahoma.

"The liability of any carrier in the route over which an interstate shipment is routed, for loss or damage, is that imposed by the Federal Act as measured by the original contract of shipment so far as it is valid under the Act."

"A carrier of an interstate shipment of cattle is not precluded from setting up in its answer the violation of certain provisions of the shipping contract by the shipper as a defense against an action for damages for injuries to stock occurring in transit, merely because the plaintiff commenced his action in the form of a common law action to recover damages to the stock in transit and for failure to deliver in a reasonable time."

Discrimination in Switching Arrangements.—Seaboard Air Line Railway Company et al., vs. United States et al., 41 Supreme Court, 24, opinion handed down November 8, 1920, Supreme Court of the United States.

"The practice of three carriers as to traffic from points south of Richmond whereby each absorbed, for shipments of freight from competitive points only,

switching charges to industries in Richmond, on the lines of such carriers, and similarly located with regard to the interchange tracks of the three carriers, but refused to absorb the switching charges on deliveries to similarly located industries on non-competitive lines, held to be a violation of the Interstate Commerce Act, being a like and contemporaneous service of a like kind of traffic under similar circumstances and conditions."

"The findings of the Interstate Commerce Commission on questions of discrimination in service can be disturbed by judicial decree only where its action is arbitrary or transcends the legitimate bounds of its authority."

"The condemnation by the Interstate Commerce Commission of a practice of certain competing carriers of absorbing switching charges only when the line haul carrier competes with the switching line and refusing to absorb such charges when there is no such competition, as being a violation of the Act to Regulate Commerce, held not to be arbitrary in character or beyond the Commission's authority, the ruling being limited to cases in which, or to the extent of which, the service is similar."

Duty of Carrier to Provide Transportation Equipment.—Louisville & Nashville Railroad Company vs. Crain, 224 S. W., 1063, decided October 29, 1920, Court of Appeals of Kentucky.

"Where there was no agreement by the agent of a railroad company to furnish cars for stock shipment at any particular time, the carrier, in the absence of such, is bound only to furnish cars within a reasonable time after request."

"It is the duty of a common carrier to provide sufficient facilities to transport the amount of freight of the kind which it professes to carry and which might ordinarily be expected to seek transportation on its route. A carrier is bound to exercise only reasonable diligence to furnish cars requested by shipper."

"A carrier is bound to exercise only reasonable diligence in promptly transporting freight to place of delivery and is not bound to exercise the same degree of care which it must exercise in the safe handling of freight, either animate or inanimate."

"Where snow and cold were unprecedented and were such as to prevent the prompt transportation of freight, a carrier was not liable for delay under the circumstances in furnishing cars for shipment of livestock or in transporting shipment to its destination. Where neither the owner nor one representing him accompanied a shipment of livestock, the carrier is an insurer of the safe delivery of the stock at its destination unless injury or loss results from an act of God, a public enemy, the inherent nature or viciousness of the animals or the negligence of the owner."

Negligence in Operating Stock Trains, Causing Damage.—Bennington vs. Northern Pacific Railway Co., 192 Pacific Re- (Continued on page 36.)

AN ANNUAL REVIEW

Next week's issue of THE NATIONAL PROVISIONER will be in the nature of an Annual Review Number. It is too early in the year to make public completed statistics of the year's business, but an effort will be made to review the situation as it existed during 1920, and its relation to the prospects for 1921. There will be important statements from leaders in the meat packing and allied industries, and much other matter of an interesting and valuable character.

FACTS ABOUT MOTOR TRUCK PERFORMANCE

Ways in Which Meat Packers Can Save on Their Haulage

By F. W. Fenn, Secretary National Motor Truck Committee, National Automobile Chamber of Commerce.

[EDITOR'S NOTE.—This article is one of a series on packers' delivery methods and costs which will appear from time to time. It follows the article by E. W. Turley, transportation engineer for Wilson & Co., which appeared in THE NATIONAL PROVISIONER on Nov. 6. Activities of the Committee on Local Transportation of the Institute of American Meat Packers will also be reported in this connection.]

When Edward N. Hurley was chairman of the Federal Trade Commission he won great admiration from thoughtful business men throughout the length and breadth of this land on account of his keen insight into practical business problems and his sympathetic endeavors to place manufacturing and selling in this country on a more sound and profitable basis. One of his chief endeavors was to bring the business interests of the country to a clearer realization of the advantages to be gained from knowing accurately what it costs to manufacture and sell their products.

In no other industry is this so vital a factor as in the packing industry, on account of its intimate relationship with its 118,000,000 customers. If you accept this premise, the first thing to do is find out the cost of transportation, which plays such a large part in this particular industry in the determination of the selling margins.

The establishment, operation and maintenance of a packing plant involves the carrying of large quantities of mechanical contrivances, of raw materials and of finished products. As I have just intimated, the subsistence of the nation depends in the main on the continuous operation of these plants. The methods of transportation must be at once elastic and economic; immune to climatic changes.

For these reasons the utilization of the motor truck is general in the industry. In further substantiation of this—and there are over a thousand companies using the truck—I may cite its continuity of service; its capacity to haul heavy tonnage without fatigue; its commensurate speed, which avoids spoilage in transit; and its freedom from insanitation.

Truck Costs in Two Classes.

Truck costs naturally fall into two classes, fixed and variable. The first classification includes the charges for retiring the investment, for interest on the investment, insurance, garage, licenses, drivers and similar items.

In the second category of charges we find such items as oil, gasoline and tires, which are dependent on mileage. Items of repairs, parts and lost time are perhaps the most variable. The greatest value of keeping accurate costs comes through a careful analysis of these items.

Your truck is not operating at a profit unless its earnings exceed all the above items chargeable to its operation, including the cost of keeping an account of these expenses. Proper truck cost records, such as are made by the Standard Truck Cost System, indicate at all times what income is necessary to show a profit and

are a perpetual inventory upon which to base sound resale values. [Revised schedule of motor truck standards as officially adopted was published in The National Provisioner Dec. 4.—Editor.]

For example, let us suppose that your total cost of operation, including your profits, was \$40 a day for a round trip run of 40 miles, or 20 miles each way; then suppose that you calculated that the average tonnage you could haul would be $1\frac{1}{2}$ tons each way per trip, or 3 tons per round trip, with one round trip made per day. This 3 tons is equal to 6,000 lbs., or 60 cwt. The cost would be then \$40 per 60 cwt.; or 66 cents per cwt. of 100 lbs.

Figuring Cost of Truck Haulage.

There is no such thing as an average cost of motor truck haulage over either long or short routes. Each proposed truck installation must be studied as a separate unit before any cost estimates can be prepared. The condition of the road, the grades and the strength of the bridges on long-haulage routes all affect the cost of truck operation.

You study for a moment the ton-mile cost of delivering meats and other foods by horse equipment and by motor vehicle. The former method, when the mean daily mileage is 11, averages 17.28 cents. On the other hand a 2-ton truck, which averages 41 miles a day, necessitates an operating cost per ton-mile of 8.04 cents, or less than half than that by horse.

For after all the truck must be measured by the yardstick of horse costs be-

fore an intelligent decision can be reached or the selection of equipment. It is not enough to know accurately the cost of operating a truck. The horse is a standard, though often a low one.

You immediately ask what does it cost to run a horse a day. To start with, there are 365 calendar days. A horse must be fed and cared for during all this time. There are only 304 days, however, to test his earning capacity, as there are 52 Sundays and 9 holidays. This is actually a reduction of one-sixth. Spare horses must be kept and cared for to replace those which become sick; this carries the total of unproductive horses up to a higher level.

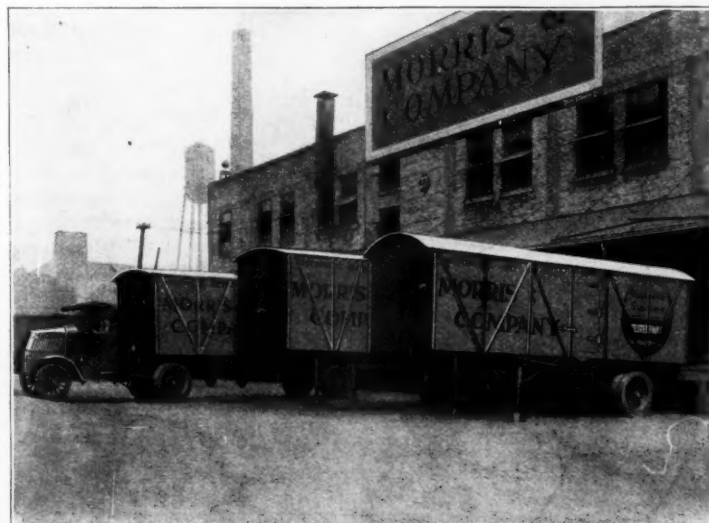
You then have to contend with such items as drivers' pay per day, feed per working horse per day, rent and stable expenses per day per horse, shoeing and sundry repairs per horse per day, claims, accidents, foremen's and jumpers' pro rata per day, harnesses and painting, veterinary services, fire and accident insurance, and depreciation for renewals of horses.

Is Horse Cheaper Than Truck?

Suppose we say, then, that the team at \$7.50 a day costs less to operate than the truck at \$10. But in reality is the horse service cheaper? You have forgotten that "fourth dimension" performance. Before either truck or team can be declared profitable or unprofitable the work which each performs in a day must be compared with its costs.

If a truck costs exactly twice as much as a team, but does exactly four times as much work, the truck costs half as much as the team in respect to ton-miles, the measure of performance. Ton-mileage, then, is the product of tons carried, multi-

(Continued on page 39.)



TRAILERS ARE BEING USED EXTENSIVELY IN THE PACKING INDUSTRY TO CUT DOWN STANDING TIME AT THE UNLOADING POINTS.

Fifteen-ton tractor with three trailers, loading fresh meats at Morris & Company plant, Chicago, Ill. These semi-trailer bodies are heavily insulated throughout with cork. The length is 45 ft., height 11 ft. 3 in., width 7½ ft. Each body has a large door on each side and one in the rear. All beef is suspended from the ceiling of the body, as in the case of the standard railroad custom in refrigerator cars. Each semi-trailer is demountable from the fifth wheel of the tractor and can be detached by two men in three minutes, through the medium of two powerful jacks permanently affixed to each trailer body.

The dressed beef is loaded at a temperature of 35 degrees above zero, and even though it may be held in transit seven hours, there is no perceptible rise shown by the thermometer suspended from the ceiling of the body. With the present system, the one tractor with its three semi-trailers transport as high as 180 tons of products in 24 hours.

PRACTICAL POINTS FOR THE TRADE

EXPERT ADVICE.

Answers to questions appearing on this page are prepared with the advice and assistance of the Committee on Packinghouse Practice of the Institute of American Meat Packers. This committee comprises Myrick D. Harding, general superintendent Armour & Company; W. B. Farris, general superintendent Morris & Company; Jacob Moog, vice-president Wilson & Company; F. J. Gardner, general superintendent Swift & Company; John Robertson, general superintendent Miller & Hart; Arthur Cushman, general superintendent Allied Packers, Inc.; Geo. M. Foster, general superintendent John Morrell & Co., Sioux Falls, S. D.; and J. J. Cuff, general manager Jacob Dold Packing Co., Buffalo, N. Y.

Readers are invited to submit questions concerning any feature of packinghouse practice on which they desire information or assistance. Criticism or suggestions concerning any matter here discussed are also invited, and will be given careful attention.

CORN FLOUR SAUSAGE.

We have received an inquiry from Illinois as follows:

Editor, The National Provisioner:

Is there any possible reason for a processed corn flour failing to hold water when used in Vienna sausage, as against straight corn flour holding moisture, using equal quantities of each with equal quantities of water?

Processed corn flour should hold the water and stand up 100 per cent better than straight corn flour, as in the processing the pores become more absorbing and retain the absorption much better than the raw corn flour, which does not get sufficient heat in the cooking process to give it full efficiency. Any so-called proc-

essed corn flour that does not do this shows signs of faulty processing, and should not be used.

PREVENT MOLD IN SAUSAGE.

The following inquiry is from a packer at St. Louis, Mo.:

Editor, The National Provisioner:

We are having some difficulty in keeping our cervelat sausage from molding after same has been packed in boxes for storage, in spite of every precaution taken to prevent same.

"After we take our cervelat sausage out of the smokehouse we hang same in a room with just a little smoke in same, for two to three weeks, until the casing is perfectly dry. We then pack same in boxes of one hundred pounds and keep it in a temperature from 36 to 40 degrees, and when same is removed from storage, would say within two months, it is covered with mold.

If it is possible that you can favor us with an idea as to how to prevent this, we would appreciate it greatly.

It is quite evident that this sausage is put into the room in the cooler before it is thoroughly dry. It is rather difficult to put cervelat sausage in the cooler before it is thoroughly dry without having it turn moldy. From 34° to 36° is the right sort of temperature, and it is more than likely that the 40 degree temperature in your cooler has considerable to do with the trouble.

It is absolutely necessary for the cooler to be dry, because if there is any moisture

in the cooler the summer sausage will naturally pick it up.

It is also difficult to give instructions to cover all kinds of summer sausage, as each kind requires particular attention.

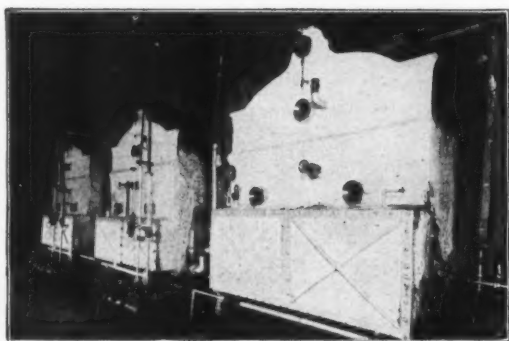
TO PROBE FERTILIZER PRICES.

A resolution has been introduced in the House at Washington by Congressman Bland of Virginia directing the Federal Trade Commission to inquire into the price of fertilizers. The resolution says:

"Whereas the price of fertilizers are entirely out of proportion to the price of other commodities, and of farm products; and whereas the said prices are practically prohibitive, and will result in material reduction in acreage planted; therefore, be it

"Resolved, That the Federal Trade Commission is hereby directed to inquire into the existing price of fertilizers, to ascertain the cause and necessity for said prices; to ascertain the manufacturers' cost price and selling price and the retailers' cost price and selling price for the years 1918, 1919, and 1920, and report to the House at the earliest convenient date the result of the investigation, with a view to having the House adopt proper measures to reduce the cost of these articles to the producers of food supplies."

Problems of packinghouse practice are discussed each week on the "Practical Points for the Trade" page. All questions referred to this department are answered by experts.



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Mayer, O. F. Mayer & Co., Chicago; R. E. Paine,
Houston Packing Company, Houston, Tex.; G. F.
Swift, Jr., Swift & Company, Chicago. For two
years: J. Ogden Armour, Armour & Company, Chi-
cago; Gustav Bischoff, Jr., St. Louis Independent
Packing Company, St. Louis, Mo.; J. C. Doid, Jacob
Doid Packing Co., Buffalo, N. Y.; John J. Felin, J. J.
Felin & Co., Inc., Philadelphia, Pa.; Edward Morris,
Morris & Company, Chicago, Ill. For three years: E.
C. Merritt, Indianapolis Abattoir Co., Indianapolis,
Ind.; Myron McMillan, J. B. McMillan & Co., St.
Paul, Minn.; Charles Roberts, Roberts & Oake, Inc.,
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Company, Detroit, Mich.; George A. Hornel, Geo. A.
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pany, St. Louis, Mo.; Horace C. Gardner, Gardner &
Lindberg, Chicago; E. W. Bromilow, Continental Can
Company, Chicago; C. B. Robinson, The J. B. Ford
Company, Wyandotte, Mich.; H. G. Edwards, Ameri-
can Can Company, Chicago; W. J. Richter, Armour
Mechanical Company, Chicago.

RATIONAL READJUSTMENT.

Many remedies have been proposed for
the present decline in prices and discour-
aging business conditions. Many lines of
industry—including the producer—are de-
manding extensions of credit as cure-alls
for their difficulties, and many have threat-
ened to curtail production in the attempt
to recoup. Another remedy which has
been suggested is the opening up of for-
eign markets so that the surplus American
goods can be disposed of. Too much op-
timism means merely a prolongation of
the trouble; the situation must be met
squarely, and no attempt be made to min-
imize its seriousness. On the other hand,
it is impossible to believe that the fault
lies in the fundamentals of our system of
government, as some extreme radicals
would have us believe.

Business cannot be restored to its ante-
bellum basis by curtailing production, nor
by legislation, nor by any of the other
superficial methods which have been pro-
posed. The only way to bring back the
old purchasing power of the American dol-
lar is for everyone to bear his share of the
burden of readjustment in the same pa-
triotic manner that he did his part during
the war toward economizing and increas-
ing production.

Before the entry of the United States
into the war American products were in
great demand in European countries, and
the result was an enormous rise in prices.
After this country entered the war the
needs of Europe were augmented by great-
ly increased domestic demand, and pro-
duction was seriously hampered by the
reduction in man power. At the close of
the war high prices were maintained by
extravagance on the part of the buying
public, which was a result of generous
profits and high wages during the war,
together with a natural relaxation after
the rigid wartime economy.

The present decline in prices is the in-
evitable result of the recent period of in-
flation and the enormous losses of life and
property occasioned by the war. Approx-
imately 10,000,000 men killed and 6,500,000
incapacitated has been a serious drain on
the world's productive forces. Destruction
of \$30,000,000,000 worth of property and
the increasing of national indebtedness by
some \$211,000,000,000 have aided material-
ly in bringing about the present condition.
Europe's present debt to America is esti-
mated at \$15,000,000,000. This represents
food, clothing, fuel, munitions and other
products which were supplied to the Eu-
ropean countries by America, and which
necessarily were sold on credit.

These facts help to explain the present
lack of credit in the business world, and
the protests that are being registered on

every hand. The tendency of some inter-
ests, however, to seek to escape their fair
share of the readjustment burden serves
only to increase the tenseness of the sit-
uation, since it puts an extra burden on
the shoulders of the rest. To complete the
process of readjustment in the quickest
possible manner, each industry must ac-
cept its equitable portion of the loss, and
settle down to work without complaining,
and without attempting to evade its part
in the painful process at the expense of the
other fellow.

FEEDING COTTON PRODUCTS.

In a farmers' bulletin just issued by the
U. S. Department of Agriculture on "Feed-
ing Cottonseed Products to Livestock," the
authors, E. W. Sheets and E. H. Thomp-
son, of the Animal Husbandry Division,
draw the following conclusions:

The following points have been de-
termined from experiments and practical
feeding operations. They should be kept
in mind and carefully followed in feeding
cottonseed products to livestock:

1 Do not feed cottonseed meal to young
calves.

2. Horses and pigs should be fed cot-
tonseed products only in small quantities
and then with great precaution.

3. Procure prices on high-grade and
low-grade cottonseed meal and choose the
feed which supplies protein at the least
cost.

4. For feeding cattle:

(a) One pound of cottonseed meal is
usually considered worth as much as two
pounds of corn or its equivalent.

(b) Heavy rations of cottonseed meal
should be discontinued after 100 to 120
days when dry roughage is fed, and after
150 days when succulent feeds are used.

(c) Cottonseed cake may be used prof-
itably as a supplemental feed for fatten-
ing cattle on pasture.

5. In sections where much corn, stover,
fodder, timothy, or other carbohydrate
feed is used it is extremely important that
some feed like cottonseed meal be used.

6. Cottonseed meal stimulates the ap-
petite of fattening animals and causes
them to consume more feed and likewise
to make greater gains.

7. Cottonseed meal is a very valuable
protein feed for dairy cows. One pound
of good-quality cottonseed meal is usually
considered equal to two pounds of wheat
bran for milk production.

Some of these conclusions are eminent-
ly practical and are being followed by
producers to the best advantage. Others,
particularly those which stigmatize cot-
tonseed meal as a poison when fed to
horses and hogs, would cause such a suc-
cessful horse-breeder and hog-raiser as the
late Col. Jo Allison of Texas to rise from
his grave to denounce them. Unwise feed-
ing of almost any ration will cause bad
results, but there are plenty of producers
in the South who have made the finest
pork and horseflesh in the world from cot-
tonseed meal. Otherwise this bulletin is
a splendid advertisement for a product
which because of present conditions is
now almost a drug on the market.

Packers' Traffic Problems

Items under this head cover matters of general and particular interest to the meat and allied industries in connection with traffic and transportation problems, rate hearings and decisions, etc. Further information on these subjects may be obtained upon application to the Institute of American Meat Packers, 22 West Monroe St., Chicago, Ill.

Livestock Loading Charges.—The Cleveland Provision Company has filed a complaint entitled The Cleveland Provision Company vs. The Atchison, Topeka & Santa Fe Railway Company et al., upon which the I. C. C. docket number has not yet been assigned. This is a complaint covering the matter of livestock loading charges. The complainant, operating two plants at Cleveland, served by the necessary livestock unloading facilities, asks that the railroad be required to unload their livestock into these pens without extra charge to the shipper, or that a suitable allowance out of the rate of transportation be made where the service is performed by the employees of the packing concern.

It is understood that a number of other packers contemplate filing similar complaints, and, inasmuch as the main complaint, filed by Attorney Rynder, representing the Omaha Packing Company and others, is to be heard in Chicago January 14, 1921, all concerns interested in the principles sought to be established should be represented at the hearing.

Claim-Filing Time Limit in Express Receipt Interpreted.—In American Railway Express Company vs. J. T. Bothwell Grocery Company, 104 Southeastern, 644, Court of Appeals of Georgia, decided November 2, 1920, the court affirmed judgment of the trial court which had overruled the Express Company's demurrer to plaintiff's petition. The case in question covered a shipment from Clifton Heights, Pa., to Augusta, Ga., made September 30, 1918. Claim was not presented until June 10, 1919. The shipment was entirely short. The Express Company claimed as a defense that claim had not been filed within the time limit provided in their express receipt, but the trial and appeals courts both held that the question as to whether the Express Company had waived the condition requiring claim to be filed within a four months' limit was a question for the jury to determine, as was likewise the question of what constituted a reasonable time in which to file claim.

F. C. ROGERS
BROKER

Provisions

Philadelphia Office:
267 North Front Street

New York Office:
431 West 14th Street

Rates on Fresh Meats and Packinghouse Products.—Equity Co-operative Packing Company vs. J. B. Payne, Agent, Docket No. 12014. This is a new complaint, filed December 7th by M. J. Mulme, traffic manager. It is directed against unjust, unreasonable and unduly preferential rates on fresh meat and packinghouse products from Haggart, N. D., to St. Paul and Duluth, Minn. The prayer asks for reparation.

Canadian Meat Rates.—Swift & Co. et al. vs. Canadian National Railways, Director General, as Agent, et al., Docket No. 11620. A tentative report in this case has been proposed by Attorney-Examiner M. A. Pattison, the syllabus of which is as follows: "Rates between Winnipeg, Man., and Edmonton, Alta., and St. Paul, Minn., and points south and east thereof not found unreasonable as alleged. Complaint dismissed."

Rebates for Unreasonable Freight Charges.—The Procter & Gamble Co. v. C. N. O. & T. P. Ry. Co. et al. By order entered December 7th the Interstate Commerce Commission has directed the payment of \$5,465.10 to complainant as reparation on account of unreasonable charges assessed on 23 tank-car loads of coconut oil from Ivorydale, O., to Macon, Ga., and 12 tank-car loads of coconut oil from Macon, Ga., to Ivorydale, O.

In the case of Frank Hagenburg, et al., v. The Belt Ry. Co. of Chicago, et al., by order entered December 7th the commission has awarded reparation in the sum of \$7,554.54 to Frank Hagenburg, Albert Lee Hide & Fur Company, Charles Friend & Company, Bolles & Rogers, Isaac Weil & Sons, and John Miller & Company, on account of unreasonable rates charged for the transportation of various straight and mixed carloads of green salted hides, pelts, skins and hide trimmings, grease, tallow, cattle and horse tails, switches, cracklings, bones, glue stock, scraps and cattle sinews from points in Minnesota, Wisconsin, North Dakota, South Dakota, Iowa, Nebraska, Mississippi and Kansas, to Chicago, and from Albert Lea, Minn., to Sheboygan and Milwaukee, Wis.

TRADE GLEANINGS.

The new Armour chemical plant at Hamilton, Ill., is nearing completion.

The Eckert Packing Co., Henderson, Ky., has been incorporated with a capital stock of \$200,000.

The United Oil Mill, Arkadelphia, Ark., will begin work again after being closed three weeks.

The Lecht Bros. slaughter house, Pawtucket, R. I., was recently damaged by fire to the extent of \$30,000.

The Welsh Packing Company, Springfield, Mo., has increased its capital stock from \$100,000 to \$200,000.

T. J. Mannie has been appointed district sales manager for the East Side Packing Co., East St. Louis, Mo.

Application for the dissolution of the Valley Meat Company, Marysville, Calif., has been made by that company.

The Battleboro Oil Company, Battleboro, N. C., will rebuild its cottonseed and hull house and install new machinery.

The West Sacramento plant of the Virden Packing Co., Marysville, Calif., is expected to begin operations early in 1921.

The fertilizer plant of the Pamlico Chemical Company, Washington, N. C., was recently damaged by fire to the extent of \$200,000.

The Mount Pleasant Cotton Oil Mill, Mount Pleasant, Texas, has resumed op-

erations after having been closed down for the last two months.

Swift & Company have bought several acres of land at Curtis Bay, near Baltimore, Md., for the purpose of enlarging their fertilizer plant at that point.

Work on the \$1,000,000 packing plant of the California Packing Corporation at Sacramento, Calif., has been suspended on account of the unsettled trade situation.

The United Butchers' Fat Rendering Company, Jersey City, N. J., has been capitalized at \$150,000. This organization will collect and deal in fats and fertilizers.

The state prison commission, Austin, Tex., has purchased the properties of the Fort Bend Cottonseed Oil Co. at Richmond, Texas, and will operate the plant, crushing cottonseed, etc.

The Indiana Pure Food Products Company has purchased the old Gary packing plant at 39th avenue and Buchanan street, Gary, Ind., and has begun the business of slaughtering livestock and distribution of meats.

A local livestock market in which farmers and livestock producers in that section will participate will be conducted in Macon, Ga., the facilities to be furnished by the Macon Packing Company, Macon, Ga.

Oyler & Spangler of Gettysburg, Pa., have purchased the plant of the Green-castle Hide & Rendering Company at Martinsburg, W. Va. This is the third plant which has been added to the fertilizer firm of Oyler & Spangler.

The Spokane Livestock Exchange, a newly-formed organization, will start operations the first of the year at Spokane, Wash. The purpose of this organization is to improve the general conditions surrounding the livestock buyer, seller and shipper.

The affairs of the Texas Union Packing Company, Houston, Tex., have been liquidated. This company was organized some time ago at Houston with a large capital stock to erect a modern plant, but general business conditions have interrupted the project.

The East End Provision Company, Wheeling, W. Va., has been incorporated with a capital stock of \$10,000, to do a general packing business. The incorporators are K. A. Henderson, B. A. Henderson, William M. Freismuth, B. E. Freismuth, W. E. Mull, Wheeling, W. Va.

The custom of a Christmas dressed beef display, popular in the East, was introduced in Topeka, Kans., by the Chas. Wolff Packing Co. on Sunday afternoon, December 19. Everyone in Topeka was invited to visit the plant and see the display, the first of the kind to be held in the midwest.

BILL OF LADING FORMS.

The Interstate Commerce Commission, upon application of a member of the Institute of American Meat Packers, has granted permission for the use of straight and order bill of lading forms whose conditions do not conform to classifications in different territories, provided these forms bear the following endorsement, which it is suggested can be made by use of a rubber stamp:

"This bill of lading is subject to the terms and conditions set forth in the uniform bill of lading as incorporated in Consolidated Freight Classification No. 1, supplements thereto and reissues thereof, as fully as though printed hereon in full."

JONES & LAMB CO., Baltimore, Md.
MEAT PACKERS
CORRESPONDENCE SOLICITED

PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces. pork and beef by the barrel or tierce and hogs by the hundredweight.

Prices Still Heavy—Trade Quiet—Export Demand Moderate—Packing Shows Reduction—Stocks Smaller.

The past week has shown very little of importance in the provision market. Prices have been very narrow in their fluctuations and there has been not a great deal of new or important feature. Some selling developed, but holiday dullness characterized most of the trading. Pork was so dull that there were very few quotations on some days and not much more interest developed in ribs or lard. The market now is down to about the low point of the month, and at the low point of the season on the present active deliveries. This is shown in the attached tabulation, giving the high and the low of the active deliveries since trading began in those deliveries, and the high and low of the month of December up to the middle of the week:

	Life of delivery		—December—	
	High.	Low.	High.	Low.
Pork—January	\$25.50	\$21.40	\$24.35	\$23.00
Lard—January	19.50	12.70	15.47	12.70
May	19.30	12.70	15.00	12.70
Ribs—January	16.37	10.95	13.20	10.95
Ribs—May	13.05	11.62	13.05	11.62

The Government report of the total provision stocks showed a rather sharp decrease in the total of dry salt meats, while there was a further decrease in the stocks of other forms of provisions, with a reduction of 11,000,000 lbs. in the total of lard. The total stock of lard is now about one-third of the total at the high point of the year.

While there was a decrease in the stocks of hog products, there was an increase of 21,000,000 lbs. of frozen beef, and a little increase in the stock of cured beef. Compared with last year the stock of beef shows a loss of 134,000,000 lbs. of frozen beef, and 13,000,000 lbs. of cured beef. The decrease in the stock of dry salt pork, compared with a year ago, is 128,000,000 lbs., with a decrease in lard of 13,000,000

lbs. Pickled pork and frozen pork show a small increase.

The totals of the principal products for December 1st, compared with last year and last month, follow:

	Dec. 1, 1920.	Dec. 1, 1919.	Nov. 1, 1920.
Beef, frozen	89,748	223,311	68,663
Pork, frozen	61,730	44,864	67,148
Beef, cured	22,322	35,547	20,352
Pork, dry salt	114,771	242,224	150,812
Pork, pickled	253,301	226,803	254,838
Lard	36,808	49,147	47,329
Lamb—mutton—frozen	56,333	9,409	48,997
Miscellaneous meats	60,664	82,853	59,486

The Government report of the number of food animals slaughtered during the month of November and the eleven months confirms what has been shown by the commercial reports. The decrease in the number of cattle this year is nearly 1,200,000, while there has been a decrease of 3,000,000 swine and nearly 1,400,000 sheep. The comparative totals for November and for the eleven months this year and last, follow:

	Cattle.	Calves.
November, 1920	858,946	315,971
November, 1919	1,040,074	344,238
11 mos. ending November, 1920	7,941,347	3,813,797
11 mos. ending November, 1919	9,120,803	3,657,308
	Sheep.	Goats.
November, 1920	968,235	4,407
November, 1919	1,227,191	10,196
11 mos. end. Nov., 1920	10,049,763	41,257
11 mos. end. Nov., 1919	11,456,549	77,799

The export statement for the month of November was also available, and showed a decrease in the exports of beef compared with last year in November, and a decrease in all hog products excepting lard, which gained 15,000,000 lbs. over last year. The figures for November and for the eleven months this year and last are shown in the attached table:

	—November—	Jan. 1-Nov. 31.
	1920.	1919.
Beef, canned, lbs.	282	2,392
Fresh, lbs.	3,091	15,651
Pickled, lbs.	1,078	3,177
Bacon, lbs.	57,934	65,288
Hams and shidrs., lbs.	11,197	16,840
Pork, pickled, lbs.	2,605	4,934
Lard, lbs.	57,316	42,106
Lard compounds, lbs.	3,293	2,673
Neutral lard, lbs.	1,092	771
Oleo oil, lbs.	7,492	7,096
Cottonseed oil, lbs.	22,808	10,954

Analysis of the statistics as shown above

points to the conclusion that the domestic distribution is gaining compared with last year. There has been a decrease in hogs slaughtered of 3,000,000 head, which at the average weights of last year would mean a decrease of about 500,000,000 lbs. in product from January 1st up to date. This has been offset by a decrease of 564,000,000 lbs. in the exports of bacon for the same time, a decrease of 411,000,000 lbs. of hams and a decrease of 173,000,000 lbs. of lard, or a total decrease of 1,148,000,000 lbs. of hog products, considerably more than double the decrease in the production. Yet stocks of product have decreased so rapidly that from the highest total on record in the spring they are now less than last year.

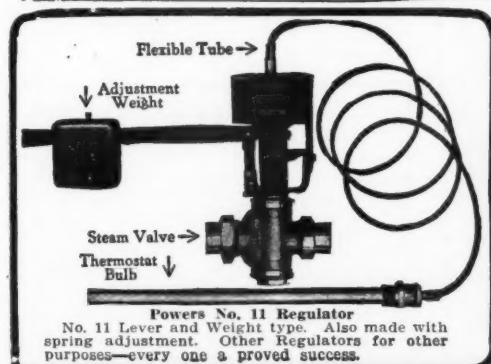
With the smaller stocks of hogs in the country there would seem to be promise of continued reduced packing, while any increase in the exports would be at the expense of the home supply. As the home demand has increased very largely compared with last year, there may be some question of filling the demand, particularly if the marketing of hogs tends to show any further material decrease.

PORK.—The market the past week was very quiet, and was easier. At New York mess was quoted at \$29@30, family \$40@44, short clears \$33@38. At Chicago mess was quotable at \$24.

LARD.—The market continued dull and weak with no important domestic demand in evidence and foreign interest lacking. At New York prime western was quoted at \$13.70@13.80, middle western \$13.30@13.40, New York City 12½ nominal refined to the continent 17½c, South American 17½c, Brazil kegs 18½c, and compound according to quality 11 to 11½c. At Chicago loose lard was about \$1.25 under January, leaf lard at 13c and neutral lard at 18@18½c for number one.

BEEF.—The market was very dull and barely steady. At New York mess was quoted at \$16@18, packet \$19@21, family \$25@27, and extra India mess \$42@45.

SEE PAGE 38 FOR LATER MARKETS.



Powers No. 11 Regulator
No. 11 Lever and Weight type. Also made with spring adjustment. Other Regulators for other purposes—every one a proved success.

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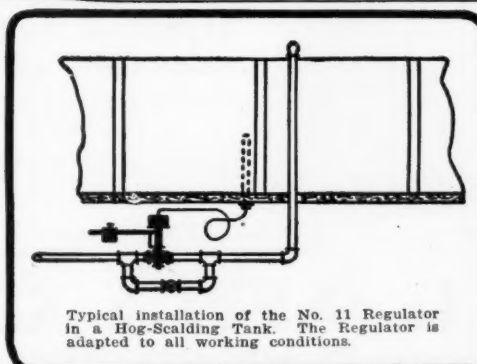
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Typical installation of the No. 11 Regulator in a Hog-Scalding Tank. The Regulator is adapted to all working conditions.

GREEN AND SWEET PICKLED MEATS.

(Special Letter to The National Provisioner from the Davidson Commission Co.)

Chicago, Dec. 28.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

Regular Hams—Green, 8@10 lbs. avg., 17c; 10@12 lbs. avg., 16½c; 12@14 lbs. avg., 16¼c; 14@16 lbs. avg., 16c; 16@18 lbs. avg., 16c; 18@20 lbs. avg., 16c. Sweet pickled, 8@10 lbs. avg., 18c; 10@12 lbs. avg., 17¼c; 12@14 lbs. avg., 17½c; 14@16 lbs. avg., 17¼c; 16@18 lbs. avg., 17c; 18@20 lbs. avg., 17c.

Skinless Hams—Green, 14@16 lbs. avg., 16¼c; 16@18 lbs. avg., 16¼c; 18@20 lbs. avg., 16¼c; 20@22 lbs. avg., 16¼c; 22@24 lbs. avg., 15¾c. Sweet pickled, 14@16 lbs. avg., 16¼c; 16@18 lbs. avg., 16¼c; 18@20 lbs. avg., 16¼c; 20@22 lbs. avg., 16c; 22@24 lbs. avg., 15½c.

Picnic Hams—Green, 4@6 lbs. avg., 10¼c; 6@8 lbs. avg., 10¼c; 8@10 lbs. avg., 9¾c; 10@12 lbs. avg., 9¾c. Sweet

pickled, 4@6 lbs. avg., 13c; 6@8 lbs. avg., 13c; 8@10 lbs. avg., 12½c; 10@12 lbs. avg., 12c.

Clear Bellies—Green, 6@8 lbs. avg., 20c; 8@10 lbs. avg., 18c; 10@12 lbs. avg., 17c; 12@14 lbs. avg., 15½c; 14@16 lbs. avg., 15c. Sweet pickled, 6@8 lbs. avg., 17½c; 8@10 lbs. avg., 16½c; 10@12 lbs. avg., 16c; 12@14 lbs. avg., 15½c; 14@16 lbs. avg., 15c.

To Get Hides and Other Data.

A bill providing for the assignment of agricultural experts to American consular offices in foreign countries for the purpose of securing information respecting the character, conditions and prospective yield, also the supply and prospective consumption in foreign countries of hides, skins, and wool and other farm products, and the financial conditions pertaining to agriculture and ocean transportation, has been introduced in the House by Representatives George M. Young of North Dakota.

CHEMICALS AND SOAP SUPPLIES.

(Special Letter to The National Provisioner.)

New York, Dec. 28, 1920.—Latest quotations on chemicals and soapmakers' supplies are as follows: 74 to 76% caustic soda, 4@4½c lb.; 60% caustic soda, 3¼@4c lb.; 98% powdered caustic soda, 4¼@5c lb.; 48% carbonate of soda, 2½@2¾c lb.; 58% carbonate of soda, 2@2¼c lb.; talc, 1¼@2c lb.; sillex, \$20 per 2,000 lbs.

Clarified palm oil in casks of 2,000 lbs., nominal, 8½@9c lb.; yellow olive oil, \$2.75 @3.00 gal.; Cochin cocoanut oil, 15½c lb.; Ceylon cocoanut oil, 13½@14c lb.; cottonseed oil, 9@9½c lb.; soya bean oil, 8½@9c lb.; corn oil, 9½@10c lb.; peanut oil in bbls., deodorized, 13@14c lb.; crude, 7½@8c lb.

Prime city tallow (special), nominal, 6¼c lb.; dynamite glycerine, 16c lb.; saponified glycerine, 88%, 9@9½c lb.; crude soap glycerine, 8@8½c lb.; chemically pure glycerine, 20@22c lb.; prime packers' grease, 4½@4¾c lb.

EXPORTS OF PROVISIONS.

Exports of provisions from the Atlantic and Gulf ports for the week ending Dec. 25, 1920, with comparisons:

	PORK, BBLs.		From Nov. 1, 1920, to Dec. 25, 1920.
	Week ended Dec. 25, 1920.	Week ended Dec. 27, 1919.	
United Kingdom	50	.....	235
Continent	400	.....	7,171
So. and Cent. Amer. ....	.....	.....	1,295
West Indies	100	.....	3,792
B. N. A. Colonies .....	.....	.....	51
Other countries .....	.....	.....	291
Totals	550	.....	12,835

BACON AND HAMS, LBS.			
United Kingdom	7,945,200	24,904,000	45,981,000
Continent	1,705,500	12,148,800	36,004,200
So. and Cent. Amer. ....	.....	.....	162,856
West Indies .....	.....	25,000	2,361,267
B. N. A. Colonies .....	.....	.....	1,168,161
Other countries .....	.....	.....	152,903
Totals	9,650,700	37,077,800	85,890,447

LARD, LBS.			
United Kingdom	11,912,180	2,401,000	27,402,380
Continent	8,174,700	9,102,000	65,018,400
So. and Cent. Amer. ....	.....	.....	515,921
West Indies	30,000	.....	129,023
B. N. A. Colonies .....	.....	.....	2,500
Other countries .....	.....	.....	83,320
Totals	20,116,880	11,503,000	93,151,544

RECAPITULATION OF THE WEEK'S EXPORTS.

From—	Pork, lbs.	Bacon and hams, lbs.	Lard, lbs.
New York	450	3,407,700	9,212,880
Boston .....	.....	2,418,000	9,508,000
Baltimore .....	.....	75,000	.....
New Orleans	100	.....	122,000
St. John, N. B. ....	.....	3,750	1,214,000

Total, week	350	9,650,700	20,116,880
Previous week	4,412	10,182,217	9,027,449
Two weeks ago	708	12,615,500	13,271,200
Cor. week, 1919 .....	.....	37,077,800	11,503,000

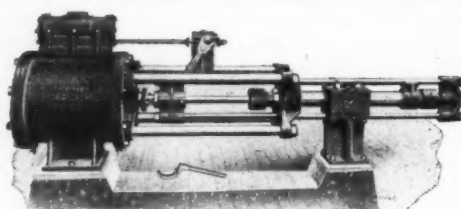
Comparative summary of aggregate exports, in lbs., from Nov. 1, 1920, to Dec. 25, 1920:

	Nov. 1 to Dec. 25, 1920.	Nov. 1 to Dec. 25, 1919.	Decrease.
Pork	2,567,000	789,800	*1,777,200
Bacon and hams	84,839,102	246,302,201	161,523,099
Lard	94,241,544	109,218,441	14,976,897

*Increase.

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TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW.—The market the past week had been rather dull and featureless, with the undertone unsteady. No important demand made its appearance and offerings were not large, but the market on the whole was a quiet holiday affair. It was intimated that in order to effect sales prices would have to be lowered owing to the weakness in cotton seed oil, and some of the other grease products. At New York prime city was quoted at 5c nominal, special loose 6¼ nominal, and edible 9c nominal. At Philadelphia prime city loose was 5½c, special loose 6¼ and edible 8½ to 9c. At Chicago packers No. 1 was 5¼ to 5½c and edible 7@7¼c.

OLEO-STEARINE.—The market was quiet and weaker and at new low levels for the season. Reports were current of sales at New York at 7¼c. The Chicago market was reported down to 7c. The weakness in competing oils continues to make for a limited demand and with soap making operations rather limited, a lack of buying power is noted. At New York oleo was quoted at 7¼c and at Chicago 7c nominal.

OLEO OIL.—The market the past week at New York was dull and featureless and unchanged with extra oleo quoted at 18c. At Chicago the market was quiet and weak and about 1c a lb. lower than a week ago with extra oleo quoted at 14½@15½c.

NEATSFOOT OIL.—The market was quiet and easier. At New York pure refined was quoted at \$1.10 a gallon extra No. 1 at 90c, No. 1 and prime at 85c.

SEE PAGE 33 FOR LATER MARKETS

LARD OIL.—The market the past week was dull and barely steady. At New York edible was quoted at \$1.50@1.55, winter strained at \$1.20@1.30, Extra No. 1 at 88 @90c, Number 1 at 82c and prime at 80c.

GREASES.—The market for the grease the past week has been inactive with the undertone easier and with little disposition to trade pending the year end developments. The weakness in oils tended to check the demand. At New York yellow and choice house was quoted at 4¼@4½c, brown 3¼@4¼c, and white 6¼@7¼c depending on quality.

HOLIDAY GREETINGS.

Holiday greetings have been received by The National Provisioner from the following: Howard R. Smith, president of Jones & Lamb Co., Baltimore, Md.; Chas. W. Dieckmann, president of the Fostoria Provision Co., Fostoria, O.; J. J. Dupps, Jr., vice-president of the Cincinnati Butchers' Supply Co.; A. C. Schueren, general sales director of The Brecht Co., St. Louis, Mo.; Morris Dever, sales manager of the Farmers Terminal Packing Co., Newport, Minn.; J. C. Dold, president of the Jacob Dold Packing Co., Buffalo, N. Y.; J. V. Jamison, Jr., of the Jamison Cold Storage Door Co., Hagerstown, Md.; Thos. E. Wilson, president of Wilson & Co.; the B. S. Pearsall Butter Co., Elgin, Ill.; the Hermon A. Fleming Co., Boston, Mass.; Drucker & Kelly, engineers, Chicago; Robt. H. Hunter, Insurance Exchange, Chicago; and John W. Hall, Chicago.

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia for the week of Dec. 18 to Dec. 24, 1920:

	18.	20.	21.	22.	23.	24.
Chicago	51½	52½	52½	52½	53	54
New York	55	55½	56	56½	56	56
Boston	53	53½	54	54	54	54
Philadelphia	55½	56	56	56	56½	56½

Wholesale prices of carlots, fresh centralized butter, 90 score, at Chicago:

	18.	20.	21.	22.	23.	24.
	44¼-½	44½	45	45½	45½	47

Receipts of butter on the four markets: This week, 68,102 tubs; last week, 66,143 tubs; increase, 1,959 tubs.

Cold storage holdings of butter on the four markets: Decrease this week, 2,460,563 tubs; decrease last week, 2,730,465 tubs; decrease last year, 2,263,150 tubs.

VEGETABLE OILS IN AUSTRALIA.

The following statement gives statistics on the imports and exports of vegetable oil and vegetable oil material by Australia during the fiscal years ending June 30, 1916, 1917, 1918 and when possible 1919. The quarterly summary is the one source for the figures for 1919, and shows only the principal articles imported and exported. In the following table the heading "imports" indicates general imports which includes goods for domestic use as well as for re-export; the heading "exports domestic," indicates goods produced in Australia; and the heading, "exports, foreign," indicates foreign goods re-exported in their original condition

Castor oil—Imports: 1915-16, 190,251 gal.; 1916-17, 167,389 gal.; 1917-18, 85,600 gal. Exports, foreign: 1915-16, 14,457 gal.; 1916-17, 10,036 gal.; 1917-18, 11,277 gal.

China oil—Imports: 1915-16, 127,145 gal.; 1916-17, 81,587 gal.; 1917-18, 105,305 gal. Exports, foreign: 1915-16, 1,253 gal.; 1916-17, 2,671 gal.; 1917-18, 4,927 gal.

China oil, denatured—Exports, foreign: 1915-16, 110 gal.

Cocoonut oil—Imports: 1915-16, 3,485 gal.; 1916-17, 1,916 gal.; 1917-18, 14,810 gal.

Exports, domestic: 1915-16, 9,202,480 lbs.; 1916-17, 3,315,760 lbs.; 1917-18, 5,067,328 lbs. Exports, foreign: 1916-17, 11,200 lbs.; 1917-18, 9,744 lbs.; 1918-19*, — lbs.

Colza oil—Imports: 1915-16, 198,459 gal.; 1916-17, 170,223 gal.; 1917-18, 118,421 gal. Exports, domestic: 1916-17, 157 gal. Exports, foreign: 1915-16, 1,984 gal.; 1916-17, 13,908 gal.; 1917-18, 10,762 gal.

Cottonseed oil—Imports: 1915-16, 319,955 gal.; 1916-17, 151,150 gal.; 1917-18, 118,923 gal. Exports, foreign: 1915-16, 7,995 gal.; 1916-17, 2,658 gal.; 1917-18, 5,710 gal.

Linseed oil—Imports: 1915-16, 1,266,482 gal.; 1916-17, 411,830 gal.; 1917-18, 159,135 gal. Exports, domestic: 1915-16, 10,202 gal.; 1916-17, 74,638 gal.; 1917-18, 49,058 gal. Exports, foreign: 1915-16, 36,293 gal.; 1916-17, 27,379 gal.; 1917-18, 55,451 gal.

Olive oil—Imports: 1915-16, 142,932 gal.; 1916-17, 69,727 gal.; 1917-18, 17,690 gal. Exports, domestic: 1915-16, 121 gal.; 1916-17, 169 gal.; 1917-18, 245 gal. Exports, foreign: 1915-16, 2,063 gal.; 1916-17, 1,497 gal.; 1917-18, 82 gal.

All other vegetable oils—Imports: 1915-16, 594,497 gal.; 1916-17, 413,595 gal.; 1917-18, 463,406 gal.

Copra—Imports: 1915-16 31,963,904 lbs.; 1916-17, 29,256,192 lbs.; 1917-18, 61,351,472 lbs.; 1918-19, — lbs. Exports, foreign: 1915-16, 6,100,304 lbs.; 1916-17, 10,821,888 lbs.; 1917-18, 16,847,040 lbs.; 1918-19*, — lbs.

Canary, hemp, and rape seed—Imports: 1915-16, 4,650,400 lbs.; 1916-17, 2,924,800 lbs.; 1917-18, 3,075,300 lbs. Exports, domestic: 1915-16, 1,000 lbs.; 1916-17, 45,400 lbs.; 1917-18, 137,300 lbs. Exports, foreign: 1915-16, 137,700 lbs.; 1916-17, 21,100 lbs.; 1917-18, 283,500 lbs.

Mustard seed—Imports: 1915-16, 186,603 lbs.; 1916-17, 278,568 lbs.; 1917-18, 117,882 lbs.

Cotton seed—Imports: 1915-16, 14,800 lbs.; 1916-17, 7,200 lbs.; 1917-18, 1,367,000. Exports, domestic: 1915-16, 100 lbs. Exports, foreign: 1917-18, 5,500 lbs.

Linseed — Imports: 1915-16, 19,602,100 lbs.; 1916-17, 22,110,700 lbs.; 1917-18, 34,551,800 lbs. Exports, domestic: 1915-16, 17,900 lbs.; 1916-17, 400 lbs.; 1917-18, 22,500 lbs. Exports, foreign: 1916-17, 6,800 lbs.; 1917-18, 65,300 lbs.

*Includes domestic and foreign exports.

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SOUTHERN MARKETS.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Dec. 29, 1920.—Prime crude oil quiet, five and three quarters; good seven per cent meal, \$27; bulk hulls, \$7; sacked, \$10.50. Market on all steady.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Dec. 29, 1920.—Prime crude cotton seed oil weak, five and one-quarter cents bid, five and one-half cents asked. Offerings light. Refined oil dull. Seven per cent meal \$27; eight per cent, \$30, interior points. Demand light. Hulls \$9.50, loose, fourteen sacked, New Orleans. Majority of the mills dormant.

VEGETABLE OIL MARKETS.

COCOANUT OIL.—The market the past week has been dull and about steady in face of the weakness in cotton oil. Demand however was not important and it was possible that the opposition to the tariff bill in the senate helped the market somewhat. At New York Manila in sellers' tanks from the coast was quoted at 9@9½c, Ceylon 12¾@13c, cochon 13¼@14c, and deodorized 14@15c nominal.

SOYA BEAN OIL.—The market was rather quiet and easier prices showing a loss of about ¼c a lb. for the week. Prompt shipment f. o. b. the coast in sellers' tanks was quoted at about 5¾c, while January, February and March shipment were around 6c. The demand for soya bean oil continued small. At New York crude was quoted at 8½@9c and deodorized at 11c nominal.

PEANUT OIL.—The market was again dull and weaker and at new lows for the season. Demand was unimportant although bids at low figures were reported turned down. At New York oriental in sellers' tanks from the coast was quoted at 7¼@8c, domestic crude oil in buyers' tanks f. o. b. the mill at 7@7¼c, and deodorized quoted at 13@14c nominal.

CORN OIL.—The market has been very dull and barely steady. At New York crude oil was quoted at 9@9¼c, refined in barrels 13½@14c, and in cases at \$1.21 per gallon. At Chicago crude oil was reported around 7c for immediate nearby shipment.

PALM OIL.—The market was dull and featureless and about unchanged the past week. At New York largos in casks was quoted at 8¼c, niger 7½@8c, and palm kernels in bbls. at 13c.

COTTON OIL EXPORTS.

Exports of cottonseed oil for the month of December are reported to The National Provisioner from the port of New York as follows:

Week ending Dec. 4th, 2,150,000 lbs.
Week ending Dec. 11th, 5,035,000 lbs.
Week ending Dec. 18th, 4,079,000 lbs.
Week ending Dec. 25th, 5,828,000 lbs.

The exports from New York alone for the month of December up to December 25th are reported as approximately 42,725 barrels.

VEGETABLE OILS

WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

Drastic Declines Continue—New Lows for Season—Consuming trade Reported Slow—Compound Lard Weak—Cotton and Cotton Oil Sharply Lower—Cotton Oil Trade Active.

The developments in the vegetable oil markets the past week were again all toward a further readjustment to pre-war levels, and some sharp declines were recorded, particularly in cottonseed oil futures on the New York Produce Exchange. This market slumped badly to new low levels for the season, with trade on a very good scale considering the holiday season, and notwithstanding the dullness in most other commodity markets.

The declines were helped materially the past week by a continued liquidation by tired holders, catching of stop-loss orders and a rather general belief that oil is still too high compared with normal times, and notwithstanding the drastic breaks from the high point the market has experienced. The selling was of a general character, as the local trade are radically bearish, and the market was without support except from those who believed the time to secure profits on short commitments had arrived.

The selling came largely from the South, the West and from local and Wall street

interests, although a great deal of pressure was put on the market at times by leading soap interests, who are known to be against present prices. This interest is probably influenced by the poor soap trade at the present time and by the fact that very little cotton oil is finding its way to the soap kettle, owing to the comparative cheapness of competing oils and greases. One of the most successful refiners, who has been constantly against the market for some months past, continued to press the decline and was talking much lower levels. Predictions were freely heard that January oil will sell at seven cents, and that March oil will go below eight cents.

The financial situation has been a constant drag on the market, and renewed difficulties in financial circles in Europe again brought to mind the limited prospects for much further foreign buying. The past week has seen the foreign demand completely dry up, while domestic trade was naturally slow, owing to the holiday season and a disposition amongst jobbers and the trade in general to await the developments with the turn of the year. There was little news of a favorable character towards the market, and what little there was attracted only passing attention.

One of the outstanding developments was the material weakness in the Western lard market, which sold off to new low levels for the season, notwithstanding a smaller hog run and an upturn of over \$1.00 per hundred lbs. in hog prices within

a few days. This was taken as indicating the poor cash demand for lard, and was reflected by a break of $\frac{1}{2}$ c to $\frac{3}{4}$ c per lb. in compound lard prices by the leading makers. The cotton market again went to pieces, selling at the lowest levels at any time within the past few years, while greases, tallow, stearine and oils in general continued their downward course.

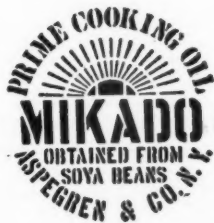
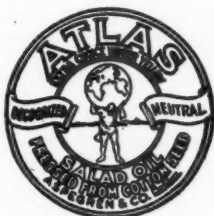
There was little new in the foreign oil markets, which were closed most of the time, owing to the holidays abroad. The marked opposition to the tariff bill in the Senate and the prospects for the President vetoing the war finance corporation bill were extensively used as bearish arguments, and on the whole the trade assumed a very gloomy aspect as to the future outlook.

Very little attention was given the fact that cottonseed oil has declined during the year, from around 26c a lb. for refined, to nearly 7 $\frac{1}{2}$ c for January oil, or to the fact that production, owing to the declines and the falling off in demand is on the decrease compared with the past few seasons, and that the lower the market goes the greater the prospects are for mills closing down, owing to inability to dispose not only of their crude oil at favorable prices, but also to their inability to market the balance of the cottonseed products. In some sections the movement of seed is reported fair, and in other sections slow, while on the whole it is understood the movement continues to fall behind that of a year ago.

It is quite true that the domestic con-

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sumption of oil the past season has been below the normal, but at the lower levels the past few months there has been a notable increase in the domestic distribution, notwithstanding all claims to the contrary. When the December Census Bureau report was issued about the middle of December, showing the distribution up to November 31st of some 301,000 bbls., it was contended that the increase was due to heavy exports during the month, which were estimated unofficially as high as 125,000 bbls. According to the Department of Commerce export figures for the month of November this was not so. The Department placed November exports at 26,035,600 lbs., or approximately 57,000 bbls., which would indicate that the domestic distribution of oil in November was 244,000 bbls. instead of about 176,000 bbls., which many had believed.

The exports of cotton oil from week to week are difficult to obtain, but the New York figures are available and the outward movement has continued large. During the month of December the port of New York alone has cleared 42,725 bbls. This outward movement is expected to continue during January, February and part of March. With production on the decrease the outward movement large, and apparently domestic distribution showing some increase, a marked change in the statistical position could take place within a comparatively short time.

Crude oil, influenced by the option market, has continued to decline, and is at the season's low levels. In the Southeast the market got down to 5½c, while in Texas crude was 5½c nominal. Operations in crude oil have not been large, but are expected to increase after the first of the new year. During the past week there has been considerable switching from January to the distant months, the January position going to a discount of more than ½c a lb. under March. This was due to long liquidation as delivery day approached. The first delivery day for January contract was Wednesday, December 29th, and only a few hundred bbls. were delivered, the leading interests intimating that large deliveries would not take place until the week beginning January 3d. There has been quite a little January oil taken care of, according to reports, in the way of loose oil being delivered and contracts swapped. Considerable of this operation took place in December. In some quarters it is feared that December oil taken in by foreigners and placed in store at New York might find its way back on January contracts to the market, but it is understood these interests have switched most of their January contracts into the March delivery.

The developments in the other vegetable oils, while towards lower levels, were less important and less pronounced than in cotton oil. Manila coconut oil ranged from 9 to 9¼c in sellers' tanks, according to position; soya bean oil, 5½c to 6c, same basis; peanut oil, oriental, 7½c; while domestic crude peanut oil is 7c in buyers' tanks, f.o.b. the mill; Lagos palm oil, 8¼c, and Niger, 7½c to 8c. Tallow was 6¼c nominal for special loose; oleo stearine, New York, 7½c sales; oleo stearine, Chicago, 7c greases, New York, 3¼c to 4½c, for brown and choice house; and compound lard, 11 to 11¼c a lb., according to brand.

The following table gives the apparent distribution of cottonseed oil so far this season.

	1920. Pounds.	1919. Pounds.
Stocks, Aug. 1.....	297,741,000	148,489,000
Produced four months.....	286,625,000	315,715,000
Imports.....	155,000	10,773,000
Total.....	584,521,000	474,977,000
Exports four months.....	37,925,000	36,530,000
Stocks ending period.....	195,231,000	136,421,000
Total.....	232,948,000	172,951,000
Apparent consumption.....	331,603,000	302,026,000

The apparent consumption for four months this year in U. S. is 829,000 bbls. of refined oil, against 755,000 bbls. last year.

COTTONSEED OIL.—Market transactions:

Thursday, December 23, 1920.
Market closed firm.

Spot	Range			Closing	
	Sales.	High.	Low.	Bid.	Asked.
Dec.....	200	850	850	825 a	860
Jan.....	1300	870	845	849 a	850
Feb.....	.....	.....	.....	850 a	865
Mch.....	5100	910	895	899 a	900
Apr.....	.....	.....	.....	900 a	910
May.....	4400	935	920	924 a	926
June.....	.....	.....	.....	925 a	940
July.....	.....	.....	.....	945 a	950

Total sales, 15,400. Prime crude S. E., 600 bid.

Friday, December 24, 1920.
Market closed easy.

Spot	Range			Closing	
	Sales.	High.	Low.	Bid.	Asked.
Dec.....	815 a	850
Jan.....	815 a	850
Feb.....	836 a	844
.....	840 a	848

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Mch.	3000	900	886	885 a	888
Apr.				886 a	893
May	3300	927	915	912 a	913
June				915 a	922
July				930 a	935

Total sales 7,300. Prime crude S. E., 600 nominal.

Saturday, December 25, 1920.

Holiday.

Monday, December 27, 1920.

Market closed weak.

	Sales.	Range		Closing	
		High. Low.		Bid. Asked.	
Spot				780 a	875
Dec.				780 a	850
Jan.	700	828	797	795 a	799
Feb.				795 a	810
Mch.	4800	883	846	847 a	849
Apr.				850 a	860
May	5900	900	880	880 a	885
June				880 a	895
July	200	905	905	895 a	907

Total sales, 13,600. Prime crude S. E., 575 nominal.

Tuesday, December 28, 1920.

Market closed weak.

	Sales.	Range		Closing	
		High. Low.		Bid. Asked.	
Spot				750 a	...
Dec.				750 a	...
Jan.	2500	781	762	780 a	785
Feb.				790 a	804
Mch.	9000	835	824	832 a	834
Apr.	100	830	830	835 a	840
May	3100	874	860	873 a	874
June				875 a	885
July	100	890	890	893 a	899

Total sales, 18,200. Prime crude S. E., 550@575.

Wednesday, December 29, 1920.

Market closed 1 point lower to 9 net higher. Sales, 12,400 bbls. Tenders on January contracts were 1,200 bbls. Prime crude, 5.50c sales; prime summer yellow spot closed at 7.81c; January, 7.85c; March, 8.39c; May, 8.72c; all bid.

SEE PAGE 33 FOR LATER MARKETS

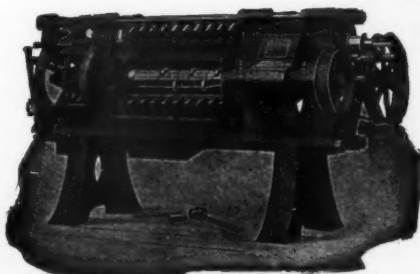
VEGETABLE OIL TRAFFIC RULES.

The Southwestern Freight Bureau, Century building, St. Louis, Mo., has listed a number of subjects for discussion on Thursday, January 6, 1921. The subjects of interest include: Refining in transit privileges on cottonseed, copra or coconut, palm kernel, peanut, sesame and soya bean oils, on traffic from Arkansas, Louisiana and Oklahoma points to interstate points; refining in transit privileges on cottonseed oil and other vegetable oils on traffic from, to and between points in Southwestern Freight Bureau territory; refining in transit privileges on cottonseed oil and other vegetable oils at Gretna, Harvey and New Orleans, La., on traffic from Louisiana and Mississippi points destined to points on and west of the Mississippi and Missouri rivers; solidifying in transit of cottonseed, copra or coconut, palm kernel, peanut, sesame and soya bean oils, at points on the St. Louis Southwestern R. R. of Texas on traffic from Texas points to interstate points.

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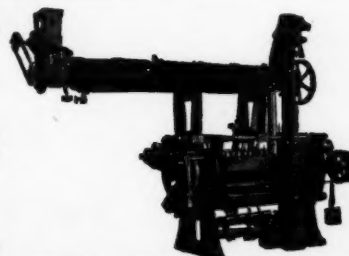
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THE WEEK'S CLOSING MARKETS

THURSDAY'S CLOSING.

Provisions.

Trade in the hog product market was light at the close of the week, with prices a little over the low point. Demand was quiet. Hogs showed but moderate change. Movement is not particularly heavy, the heavy decrease in total product stocks for the year, and the large increase in domestic distribution, makes the situation striking. Hardening in corn means higher feeding cost of hogs and cattle. Export interest continues limited, but moderately fair business continues to be reported. Hogs broke sharply on Thursday, and product was lower, but rallied with the grain strength.

Cottonseed Oil.

Vegetable oil trade more active at new low levels for the season. Commission houses were free sellers. Weakness in lard and the break in cotton to new low records caused selling. Crude oil was reported a quarter lower in the Southeast at five and one half cents, a new low level for the season. Bulk of Southern mills were reported holding for six cents. Oleo stearine showed a better tone and more activity, gaining an eighth from the recent low levels and large sales were made at Chicago at eight cents. Cottonseed meal was quoted at new low levels at \$22 in Texas. Oriental peanut oil was weaker, with soya bean and coconut oil* unchanged.

A special meeting of the New York oil trade, held in the Produce Exchange, requested the Board of Managers of the Exchange to file a protest against the emergency tariff bill in connection with the new tariff on oils. The market was firm on Thursday.

Closing quotations on cottonseed oil on Thursday: January, \$7.91@7.93; March, \$8.45@8.46; May, \$8.79@8.81; July, \$9.05@9.10.

Tallow.

Special loose at 6½c.

Oleo Stearine.

Sales at 8c. Extra oleo oil, 17½c.

THURSDAY'S GENERAL MARKETS.

Lard in New York.

New York, Dec. 30, 1920.—Spot lard at New York prime western, \$13.50@13.60; Middle West, \$13.30@13.40; city steam, \$13.00; refined continent, \$17.75; South American, \$17.50; Brazil kegs, \$18.50; compound, \$11@11.75.

Marseilles Oils.

Marseilles, Dec. 30, 1920.—Copro fabrique, —fr.; Copra edible, —fr.; peanut fabrique, —fr.; peanut edible, —fr.

Liverpool Produce Market.

Liverpool, Dec. 30, 1920.—(By cable).—The British Government has control of the market and no quotations are available. Australian tallow at London, 54@63s.

Hull Oil Markets.

Hull, England, Dec. 30, 1920.—(By cable).—Refined cottonseed oil, 45s; crude, 38s.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to Dec. 24, 1920, show exports from that country were as follows: To England, nothing; to the Continent, 9,049 quarters; to other ports, 28,433 quarters. Exports for the previous week were as follows: To England, 71,612 quarters; to the Continent, 76,169 quarters; to other ports, none.

FOREIGN EXCHANGE SITUATION.

EDITOR'S NOTE.—This statement is prepared weekly by the Institute of American Meat Packers from information obtained from the Great Lakes Trust Company, Chicago, Ill.]

Country.	Monetary unit.	Par value in U. S. money.	Unit value on Dec. 30.
Austria—Krone	100	\$0.203	\$0.0024½
Belgium—Franc	100	.0625	.00075
Czechoslovakia—Krone	100	.0113	.00138
Denmark—Krone	100	.268	.0336
Finland—Finnmark	100	.193	.0241
France—Franc	100	.0595	.00738
Germany—Mark	100	.238	.0300
Great Britain—Pound	100	4.866	.6133
Greece—Drachma	100	.193	.0241
Italy—Lira	100	.0025	.00031
Japan—Yen	100	.4825	.0613
Jugo-Slavia—Krone	100	.0070	.00088
Netherlands—Florin	100	.3136	.0392
Norway—Krone	100	.1590	.0200
Poland—Polish Mark	100	.0018	.00022
Roumania—Leu	100	.193	.0241
Russia—Rouble	100	.515	.0644
Servia—Dinar	100	.193	.0241
Spain—Peseta	100	.1335	.0167
Sweden—Krona	100	.193	.0241
Switzerland—Franc	100	.1525	.0191
Turkey—Turkish Pound	100	4.40	.5500

*No par of exchange has been determined upon and will probably not be fixed until after the Allies have decided upon all of the requirements from those countries.

RECEIPTS AT CENTERS.

SATURDAY, DECEMBER 25, 1920.

(Holiday.)

MONDAY, DECEMBER 27, 1920.

	Cattle.	Hogs.	Sheep.
Chicago	19,000	20,000	10,000
Kansas City	7,000	3,500	6,000
Omaha	8,000	8,000	6,000
St. Louis	3,500	13,500	1,500
St. Joseph	1,500	3,000	5,000
Sioux City	2,100	3,000	300
St. Paul	900	2,500	2,200
Oklahoma City	600	300	—
Fort Worth	300	600	—
Milwaukee	300	200	—
Denver	1,000	300	6,300
Louisville	600	1,000	100
Wichita	1,000	300	6,300
Indianapolis	1,200	10,000	200
Pittsburgh	1,200	8,000	2,500
Cincinnati	1,100	10,700	200
Cleveland	1,400	9,000	2,000
Cleveland	400	6,000	200
Nashville, Tenn.	400	1,500	200
New York	1,194	3,701	80
Toronto	500	100	300

TUESDAY, DECEMBER 28, 1920.

Chicago	15,000	42,000	16,000
Kansas City	8,500	12,000	10,000
Omaha	5,000	10,000	7,000
St. Louis	5,500	12,000	2,500
St. Joseph	1,500	6,000	1,500
Sioux City	3,000	8,000	500
St. Paul	1,500	7,000	500
Oklahoma City	400	200	—
Fort Worth	800	400	—
Milwaukee	800	3,000	—
Denver	800	400	—
Louisville	100	700	100
Indianapolis	1,000	12,000	100
Pittsburgh	100	3,000	300
Buffalo	200	3,000	1,800
Cleveland	300	4,000	500
Nashville, Tenn.	100	1,500	—
Toronto	400	300	100

WEDNESDAY, DECEMBER 29, 1920.

Chicago	9,000	26,000	13,000
Kansas City	5,000	5,500	2,000
Omaha	4,000	12,000	6,000
St. Louis	4,000	19,000	2,500
St. Joseph	2,000	9,000	3,500
Sioux City	2,500	11,000	2,000
St. Paul	1,700	10,000	9,000
Oklahoma City	800	500	—
Fort Worth	1,000	500	—
Milwaukee	500	41,000	200
Indianapolis	1,000	17,000	200
Pittsburgh	300	8,000	700
Cincinnati	700	5,200	200
Buffalo	300	1,300	1,600

THURSDAY, DECEMBER 30, 1920.

Chicago	9,000	36,000	18,000
Kansas City	2,100	7,500	2,700
Omaha	1,800	5,500	6,000
St. Louis	1,600	10,500	500
St. Joseph	1,300	7,500	3,000
Sioux City	1,500	10,500	3,000
St. Paul	1,000	6,500	200
Oklahoma City	900	600	—
Fort Worth	1,500	400	300
Milwaukee	400	2,500	200
Denver	600	1,000	2,300
Indianapolis	1,000	13,000	200
Pittsburgh	500	4,500	700
Cincinnati	300	6,000	180
Buffalo	100	2,400	1,600

NEW YORK LIVESTOCK.

Receipts for the week ending Saturday, December 25, 1920:

	Cattle.	Calves.	Sheep.	Hogs.
Jersey City	2,881	3,728	16,487	11,962
New York	880	2,980	4,963	21,108
Central Union	3,274	1,359	10,096	—
Total for week	7,015	8,067	31,546	33,070
Previous week	8,926	7,857	33,593	27,847
Two weeks ago	7,904	8,609	40,497	32,003

PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, Dec. 25, 1920, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	4,484	14,400	15,246
Swift & Co.	4,267	12,600	14,460
Morris & Co.	3,231	10,600	580,489
Wilson & Co.	3,216	11,400	587,634
G. H. Hammond Co.	1,259	6,000	—
Anglo Amer. Prov. Co.	860	6,000	—
Libby, McNeill & Libby	620	—	—
Brennan Packing Co.	4,600 hogs; 8,300 hogs; others, 15,800 hogs.	—	—

OMAHA.*

	Cattle.	Hogs.	Sheep.
Morris & Co.	430	1,151	389
Swift & Co.	844	1,586	517
Cudahy Packing Co.	753	1,872	1,482
Armour & Co.	248	1,680	414
Dold Packing Co.	111	1,599	—
J. W. Murphy	—	1,015	—
Swartz & Co.	—	8	—

*Incomplete.

KANSAS CITY.

	Cattle.	Hogs.	Sheep.
Armour	2,117	4,408	3,443
Fowler	671	—	—
Wilson	3,157	3,777	3,302
Swift	4,034	4,094	3,454
Cudahy	2,595	3,815	3,949
Butchers & Co.	2,408	5,288	2,186
Butchers	473	384	62

ST. LOUIS.

	Cattle.	Hogs.	Sheep.
Armour & Co.	1,564	1,903	1,987
Swift & Co.	1,638	3,791	1,776
Morris & Co.	1,601	3,166	1,290
St. Louis D. B. Co.	903	—	—
Independent Packing Co.	625	2,604	119
American Packing Co.	128	2,055	—
East Side Packing Co.	36	2,493	—
Krey Packing Co.	77	3,381	—
Hell Packing Co.	19	2,236	—
Butchers' purchases	452	28,060	1,237

SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending Dec. 25, 1920:

CATTLE.

Chicago	19,685
Kansas City	14,921
Omaha	7,220
East St. Louis	7,233
St. Joseph	4,172
Sioux City	3,584
Cudahy	642
South St. Paul	8,151
Fort Worth	2,237
Indianapolis	2,063
New York and Jersey City	7,015
Oklahoma City	2,589

HOGS.

Chicago	121,861
Kansas City	21,289
Omaha	21,425
East St. Louis	58,914
St. Joseph	21,006
Sioux City	16,212
Cudahy	9,740
Cedar Rapids	14,700
Ottumwa	17,600
South St. Paul	22,853
Fort Worth	3,137
Indianapolis	19,244
New York and Jersey City	33,070
Oklahoma City	2,379
Milwaukee	12,900
Cincinnati	12,900

SHEEP.

Chicago	36,801
Kansas City	16,515
Omaha	15,732
East St. Louis	5,084
St. Joseph	7,998
Sioux City	1,812
Cudahy	303
Ottumwa	17,566
South St. Paul	2,477
Fort Worth	558
Indianapolis	159
New York and Jersey City	31,556
Oklahoma City	43

ANOTHER REFINERY FOR ASPEGREN.

In addition to his other interests as president of the Portsmouth Cotton Oil Refining Corporation of Portsmouth, Va., the Gulf & Valley Cotton Oil Company, Ltd., of New Orleans, La., and Aspegren & Company of New York, Mr. John Aspegren has now become identified with the International Vegetable Oil Company of Atlanta, Ga., of which he was recently elected a director. This company has built a large refinery at Savannah, Ga., and Mr. Aspegren will take charge of it for the company. The International Vegetable Oil Company operates large crude mills in Savannah, Augusta, Raleigh, Arlington, Tifton, Dallas and Houston.

HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

Chicago.

PACKER HIDES steady. A couple of cars of October straight weight light native cows sold at the former rate of 13c. No other movement reported. Inquiries are said to be moderate in size but prospective business for the remainder of the year is said to be small. Killers are fairly well sold out on branded hides and have cleaned up the bulk of the summer and fall light native hides. Sellers are still holding moderate stocks of last winter hides awaiting an outlet. Tanners are not interested in such hides unless at radical reductions and the probable outlet seems to be sole leather. Leather movement in sole stock is picking up but not to as brisk an extent as upper stock. Demand for sole leather is mainly for the offal descriptions and at low prices. Native steers while held at 20c are tentatively offered at 18c for late slaughter. Texas steers are quoted at 15c on heavies, with meager stocks unsold. Lights are in moderately ample supply and quoted 13c and extremes at 12c; butts sold at 14c for Decembers; Colorados quoted at 15c nominal; branded cows last sold at 12c; heavy cows are offered at 17c; light cows last sold at 13c; native bulls are quoted at 12c nominal and branded 10@11c.

COUNTRY HIDES quiet. Operations in country hides continue very limited due to the holiday season. Operators generally expect conditions will show considerable improvement after the turn of the year. Leather outlets both east and west are showing indications of returning activity, more so in the east than in the west. Tanners are not replacing leather sold with raw stock unless same can be secured at their views. They pursue this course by reason of the rather ample unsold stocks of leather. Curtailed production of leather for some months past however, has not added to stocks faster than sales have been made and a buying movement of size

is expected to be reflected immediately in the raw stock markets. Local dealers talk prices considerably above tanners views, believing their ideas will be realized in the first few months following the turn of the year. All weight hides are quoted at 9@11c delivered basis as to sections. Tanners are generally talking 8@9c for all weights from nearby sections. Heavy steers are quoted entirely nominal at 12@14c; heavy cows and buffs are quoted about 10@11c; extremes quoted at 11@13c nominal; branded hides quoted at 7@8c, flat basis; country packer branded hides quoted at 9@10c with inside nearer the market; bulls quoted at 9@10c; country packer bulls quoted at 10@11c and glue hides at 4@5c.

NORTHWESTERN HIDES quiet. Twin cities markets continue quiet and featureless with most holders unwilling to make offerings at the prevailing levels. Their views range up to 12c delivered as to rule. Outside lots of hides of all weight descriptions are quoted about 9c delivered. Bulls in the Twin Cities quoted about 9@10c; kipskins range at 11@12c; calfskins quoted at 12@13c nominal and horse \$4.00 @4.25.

CALFSKINS steady. Local first salted city calfskins are offered down to 17c today without attracting anything better than a 15c bid. Reports from the east are to the effect that bids at 16c have been made locally for city skins but confirmation has not been obtained. Packers ask up to 20c for their skins. Outside city skins are quoted at 14@15c asked; country goods quoted at 13c. Another car of deacons sold at 65c flat. Light calf alone quoted at 80c@\$1.00 and deacons 20c less. Slunks 95c last paid for packer regulars. Kipskins are slow and waiting with but little demand current. Packers ask 18c; city collectors talk 15c; outside skins are quoted at 13@14c and countries at 11@12c.

HORSE HIDES quiet. Tanners refuse

to better \$4.00 and sellers decline to sell, believing the holiday dullness is responsible for tanners' present attitude. Sellers talk \$4.50@5.00. Renderer hides are quoted at \$5.00@5.50 with the inside nearer a trading basis. Ponies and glues quoted at half levels and coltskins at 50@75c.

SHEEP PELTS steady. Packer sheep and lambskins are quoted at 75c@\$1.15 as to weight, quality and killing point. Last sales were within this range. Most big packers are sold up for this year but smaller killers are making offerings of unsold stocks. Some offerings of foreign skins are also in the market. Dry western pelts quoted at 12@13c; pickled skins range at \$4.00@5.50; goatskins 35@75c nominal.

HOGSKINS—Country run quoted dull at 25@40c; rejects half rates and pigskin strips quoted dull at 4@5c nominal.

New York.

New York packer hides quiet. No movement noted amongst the New York City packers. Killers are willing to sell and make numerous offerings on demand, but returned bids are generally too low to be considered. Most inquiries do not result in even counter propositions. Spreads are quoted nominal at 18@19c; narrow natives are quoted about 17@18c, with inside nearer the market for business; cows are quoted at 14@15c nominal; branded steers last sold at 12c; bulls are quoted at 11@12c nominal with the outside generally asked.

Small packer hides quiet. New business is slow. Tanners appear willing to take on further lots of summer and fall grub free quality all weight cows at 11c. Last sales were at that level, involving hides of fall and winter take-off. Steers of current slaughter recently sold at 13c. Brands are considered nominal at 9@10c, with the inside more representative of the present market's position; bulls, 10@11c.

Country hides steady but quiet. Business is slow, as dealers and collectors decline to make any offerings except at better prices than currently possible to obtain, believing such views will be readily obtainable after the first of the year. Tanners down east are of the opinion that present low rates are well worthy of consideration and they are leaving open orders, but are securing little stuff at their views. Boston tanners are bidding 9@11c for extremes as to sections and buffs about a cent less. Best middle west extremes are usually priced up to 12c; westerns at 10c and southern from the northern sections at 10c.

Calfskins—The New York City market is steady, with sales this week at \$1.45@1.75—\$2.10 for the three weights. The market is well cleaned up and collectors confidently expect that rates will advance shortly after the first of the year under concerted buying by tanners. It is said stocks of skins are so low that the only lots available consist mainly of grassers, buttermilks and kips. Buyers and sellers are still unable to get together on kipskins, negotiations still being made looking toward movement. Outside city skins are generally talked a trifle firmer. Late sales were at \$1.25@1.55@1.80. Untrimmed skins are also priced a little higher. Rochester collectors talk 16c. Ohio sellers are pricing first salted lots at 20c.

Horse Hides—About 1,500 B. A. dry horse sold at \$1.00, being dumped on the market by a bank. Good renderer horse from outside points are available in New York at \$5.00. Country run quoted \$4.00 as tanners' ideas. Most sellers talk half a dollar more.

LIVESTOCK SHIPMENT HEARINGS.

Hearings in the cases brought by packers before the Interstate Commerce Commission having to do with direct shipments of livestock, which were to have been held in Chicago January 14, have been postponed until January 24 at request of packers' attorneys.

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MICHIGAN CITY, INDIANA

LIVE STOCK MARKETS

CHICAGO.

(Special Letter to The National Provisioner.)

Union Stock Yard, Chicago, Dec. 29.

With dwindling receipts the chief factor, beef cattle sold irregularly from steady to 25c higher, common and in-between grades scoring most of the advance. Local arrivals of 9,000 were 5,000 less than yesterday while the ten market total of 29,000 was around 14,000 short of last Wednesday. One load of 1,503 lb. beef steers topped at \$12.00. Two other loads, averaging 1,139 lbs., made \$11.75, but the kinds selling from \$7.00 to \$9.50 met a stronger demand and most sales within this range showed a gain. With continued shipping demand from the east for cheaper grades of cows and heifers, these sold more freely than yesterday and many sales were 25c higher. Heavier cows, however, were neglected and sold mostly no better than steady. Bologna bulls were wanted and many sales showed a 25c advance. Bulk brought from \$6.00 to \$6.50. Beef bulls dragged all day at steady prices. The mad scramble noted yesterday for veal calves was lacking today. The bulk of choice vealers, however, cashed at \$12.00 to \$12.50 with a few odd head to outsiders higher. With a light supply and only moderate demand, there was little trading in the feeder division. The few sales recorded were at steady prices.

Hog receipts at the ten principal markets showed an increase of 35,000 over Wednesday a week ago and with shipping demand very narrow here. Early sales were mostly 10 to 15c lower on lights and light lights, and about steady with yesterday's average on butchers. Market soon proved to be very uneven and was mostly 15 to 25c lower than the average of Tuesday, although some butcher hogs were not as much as 15c lower, while some lights were more than 25c lower. Practically all the trading was done before 11 o'clock, making the close weak and indications were for a liberal holdover. Top was \$10.40 paid for 140 to 150-lb. offerings, while the extreme high point on hogs averaging over 160 lbs. was \$10.30. Bulk of good and choice 160 to 190-lb. averaged cashed at \$10.10 to \$10.25. Desirable 210 to 280-lb. butchers sold mostly at \$9.85 to \$10.00, with sorted 200-lb. hogs up to \$10.10 to \$10.15. Good heavy packing sows went largely at \$9.35 to \$9.50. Desirable butcher hogs carrying a packer end landed mostly at \$9.75 to \$9.85. Pigs declined 25 to 35c. Most of the good and choice 80 to 130-lb. pigs sold at \$10.25 to \$10.50. Average cost of packer and shippers' droves here Tuesday, \$10.09, average weight 229 lbs.

Receipts of sheep and lambs today were moderate locally at 13,000 and at ten markets, with 32,000, a gain of about 9,800 over a week ago. Early sales of fat lambs

(Continued on page 41.)

ST. LOUIS.

(Special Letter to The National Provisioner.)

The cattle supply for the week ending today is 16,500 head. This is about the same volume that we received last week, but is considerably less than we received for the corresponding week of last year. The market is very uneven, a condition we look for more or less during the holiday week, but this week bad weather condi-

tions have affected arrivals somewhat, and have thereby exaggerated the already uneven market. We have been receiving quite a few fair to good steers, and the trade in them has been fairly active. On the best kind, particularly handy weight stuff, the market is holding to about a steady basis. The top for the week is \$12.25, which was paid for a string of Missouri fed cattle that weighed right at 1,400 lbs. This same price was paid for yearlings weighing a little better than 1,000 lbs. On medium and common cattle the market is unevenly lower, and a great many steers weighing between 1,000 and 1,200 lbs. are going to scale at \$8.25@9.50. Common and light cattle find slow sale at \$7.00@8.00. The condition of the butcher cattle market is much the same as in heavy beefs. A few steady sales are reported on the best kinds, but price concessions have had to be made on everything else. Beef and butcher cows range from \$5.00@6.25, with a few of the heavy types bringing \$7.00. The bulk of the yearlings and heifers ranges from \$5.00@8.50, beef bulls \$7.00@8.00, and the sausage variety \$5.00@6.25. The offerings of stockers and feeders has been light, with no marked change in the trade apparent. The country demand for these classes is very light just now.

The hog market this week has been most erratic. During the early part of the period prices scored strong gains for three days, particularly on pigs and light hogs, but in the last two days the decline has been as great as the advance of the early part of the week. The run for the week is fairly liberal, there being 70,000 in the count, and the quality fair. The top for the week was made on the 27th, when \$11.40 was paid for pigs and \$11.25 paid for light hogs. Today's quotations are: Mixed and butchers, \$9.50@10.00; good heavies, \$9.50@9.75; roughs \$8.25@8.50; lights \$9.85@10.15; pigs \$9.50@10.00; bulk \$9.75@10.00.

Light receipts still characterize the sheep department and our run for the week ending today amounts to 8,500, which is slightly better than last week, but not nearly as many as the market could consume. The slow arrivals of trains has affected the market somewhat, but as a rule it is on a fairly steady basis. Strictly good lambs are going to scale at \$11.75, with the most of the good killing kind selling around \$11.50. Light ewes are quoted at \$4.00 with the heavier and plainer kinds at \$3.75. Good light yearlings sold within the last two days at \$9.75 and coarse fat heavy yearlings at \$8.00.

KANSAS CITY.

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, Dec. 28, 1920.

Big declines in prices of cattle in Chicago this week owing to liberal receipts have forced lower prices at other markets where supplies were moderate. Here, trade was quiet today with prices about steady with Tuesday's decline and 50 cents to \$1.25 under last week's high time. Hog prices too were 10 to 25 cents lower. Trade was fairly active, top \$10.00. Lamb prices were strong and sheep prices unchanged. Saturday, New Year's Day, will be a holiday at all markets. Live stock will be received as usual, but none will be offered for sale. Receipts today were 5,000 cattle, 6,500 hogs, and 2,000 sheep, compared with 2,500 cattle, 3,500 hogs, and 2,000 sheep a week ago, and 5,750 cattle, 15,000 hogs, and 5,000 sheep a year ago.

Trade in beef cattle today was quiet with prices not quotable changed compared with Tuesday's decline. Compared with last week prices for steers are 75

cents to \$1.25 lower and butcher grades are off 50 to 75 cents. Chicago has been unable to absorb offerings at declining prices. Killers are unwilling to buy ahead of immediate requirements until after the holidays. The bulk of the steers this week which were short fed grades sold at \$7.75 to \$10.00, with a few choice steers at \$10.50 to \$11.75. Some grass steers brought \$6.25 to \$8.00. Cows sold at \$4.75 to \$7.75, and heifers \$5.00 to \$10.50, and canner grades \$3.00 to \$3.75. Veal calves were up \$1.00 Monday and lost the advance later.

Hog prices eased again today, and in most cases were 25 to 40 cents lower than Monday, the high point this week. The top price, \$10.00, was paid for pigs and light lights and bulk \$9.50 to \$9.75. Compared with the low point two weeks ago the market is about \$1.00 higher. Pigs are selling at \$9.00 to \$10.00. Receipts this week have been light and the movement is not expected to increase until after the middle of January.

Some western fed 89 pound yearlings sold at \$9.50 and 65-pound lambs at \$11.25. Heavy lambs, some weighing up to 97 pounds brought \$10.40 to \$11.00. Strictly prime handy weight grades were lacking. The general market was quoted steady with Tuesday's best time.

OMAHA.

(Special Letter to The National Provisioner.)

South Omaha, Nebr., Dec. 28.

Holiday week seldom brings any material strength to the cattle market owing to the fact that poultry is more popular at this time of the year. Receipts this week have been comparatively light but owing to the narrow demand much of last week's sharp advance has been lost and prices are not more than 75c@1.00 better than they were at the extreme low point ten days ago. Best short-fed steers are selling at \$9.00@10.50, fair to good grades largely at \$8.00@9.00, and common to fair lots at \$6.50@7.50 and on down. The market for cows and heifers has been in much the same condition as the fat cattle trade only more so. The range of prices is very wide, practically from \$3.00@8.00, with bulk of the fair to good butcher and beef cows going at a spread of \$5.00@6.50. Veal calves at \$7.50@9.50 and bulls, stags, etc., at \$4.00@7.00 show very little change for the week. Business in stockers and feeders as usual at this time of the year is of very limited proportion.

Following last week's very light receipts and sharp advance in prices the market has been more liberally supplied this week and part of the recent advance lost. Compared with the low time, however, values are still around \$1.00 higher and there is a broad demand from both Eastern and local packers of the hogs at this time. The poor outlet for rough heavy meats and lard is reflected in the discrimination against over-weight hogs and the preference for light and butcher weights indicated the healthy call for fresh meat and bacon. In the main, however, the range of prices is narrow and quality rather than weight is what appeals to buyers. Today, with over 13,000 hogs on sale, the market broke sharply and prices were 50@60c lower than Monday. Tops brought \$9.65 against \$9.25 on last Tuesday and bulk of the trading was at \$9.25@9.60, against \$8.80@9.15.

Aside from sharp fluctuations in prices the market for sheep and lambs is practically in the same condition it was a week ago. The moderate receipts have met with a fairly healthy demand from both packers and shippers as well as some competition from feeder buyers so that everything offered has found a ready sale every day. Fat lambs are quoted at \$10.25@11.25, yearlings \$7.00@8.00, wethers \$4.50@6.00 and ewes \$3.25@4.25.

ICE AND REFRIGERATION

ICE NOTES.

Libby, McNeill & Libby, Chicago, Ill., are planning the erection of a new cold storage warehouse.

Receiver has been appointed for the Michigan City Ice & Cold Storage Company, Michigan City, Ind.

Fire damaged the Sheboygan Cold Storage Warehouse, Sheboygan, Wis., recently to the extent of \$100,000.

The Northern Pacific Railway has been granted a permit to erect a \$73,500 ice-house at Denver street, Spokane, Wash.

The Sand Springs Ice & Cold Storage Company, Tulsa, Okla., is planning the erection of a cold storage plant with a capacity of 2,500 tons, costing \$30,000.

The Purity Ice Company's plant at Esby, Pa., is now practically ready for operation. This will be a larger plant than any natural ice plant in central or northern Pennsylvania.

PACKERS' COURT DECISION.

(Continued from page 20.)

porter, 1073, decided October 13, 1920, Supreme Court of Washington.

"Proof of damages to livestock during transportation, of such nature and extent that a jury might reasonably infer therefrom that damages were caused by the rough handling of the livestock train, is sufficient to sustain finding that the damage was caused by the carrier's negligence."

"In an action for damage to livestock sustained during transportation by defendant railroad, shipper, who accompanied the train, was competent to decide as to the speed of the train on the part of the trip during which the livestock was injured and as to the sudden stopping and starting during such part of the trip as compared with the rest of the trip, notwithstanding his limited experience as to the ordinary operation of freight trains and notwithstanding the showing that grades were heavier during such portion of the trip."

"In an action for damage to livestock during transportation by defendant railroad, where defendant received goods as an original, rather than as an acting carrier, the presumption is that the damage occurred on the carrier's line although such presumption is not an issue in the case since the law makes the initial carrier primarily responsible to the shipper."

Ownership and Value of Goods Under Transportation.—Des Lacs Western Oil Company vs. Northern Company et al., 179 N. W. 697, decided October 1, 1920, Supreme Court of North Dakota.

"In an action of replevin, where a supply company shipped certain oil machinery consigned to its care under bill of lading with sight draft attached for \$5,938, and where the plaintiff, refusing to pay the amount thereof, by claim and delivery proceedings, seized and took from the possession of a common carrier such machinery, and where the supply company had previously made a contract of sale, covering such machinery, with another company, which, in turn, had later made a contract for re-sale of a portion thereof, it was held, upon the record, that the questions of ownership and value of the property were largely questions of fact and that the trial court did not err in determining that the supply company was the owner of the property and that the value thereof was the contract price."

Railroad Liability Extends Beyond Its Own Lines.—Barwick vs. N. W. Railroad Co., S. C. & Atlantic Coast Line Railroad Companies, 104 S. E., 545, decided October 11, 1920, Supreme Court of North Carolina.

"A railroad which undertook to carry cotton and to deliver it to the shipper at destination, but did not perform the contract, claiming that it delivered the shipper's cotton to another railroad at destination, is liable to the shipper for the whole loss for failure to deliver to him and not to the other railroad, a third party."

"Where the one railroad contracted to transport cotton and to deliver to the shipper at destination, but did not do so, delivering instead at destination to another railroad, such other railroad could not keep the cotton for its own use, destroy it, or negligently lose it; a contract between the two roads inuring to the benefit of the shipper who could recover possession or get damages for the loss of the cotton from the second road."

"Where a railroad undertook to transport and deliver cotton, but delivered to a second railroad at destination, which road had exclusive control of the cotton platform, loss of the cotton was attributable solely to the negligence of the second railroad, which, as between the two roads, is liable to the first; both being liable to the shipper."

"Where one railroad undertook to transport cotton, but, at destination, delivered the cotton to another road, whose negligence caused its loss, the second road, which sold certain bales of cotton that had been received on its platform and kept the proceeds, thus evidently receiving the proceeds of the shipper's cotton or some left in place of it, as between the two railroads, is liable for the loss, both being liable to the shipper."

Cold Storage Insulation

All Kinds of Refrigerator Construction

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Reports, Superintendence, Refrigeration, Insulation

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We specialize in the designing and remodeling of buildings for cold storage and packing house plants of all kinds and thoroughly equip them.

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ICE BILLS are RELICS of the PAST

TO USERS OF *York* Mechanical Refrigeration



Ice Bills and the worries that go with the iced refrigerator are soon forgotten by the Butcher whose refrigeration is produced by a York Mechanical Refrigerating System.

The constant, low temperature, produced by Mechanical Refrigeration, quickly chills and preserves the meats placed in the coolers at their best.



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(Ice Making and Refrigerating Machinery Exclusively)

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PURITY IS ESSENTIAL IN AMMONIA

For Refrigerating and Ice Making. Because nothing will reduce the profits of your plant so surely as Ammonia laden with organic impurities.

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SPECIFY BOWER BRAND ANHYDROUS AMMONIA which, subject to prior sale, may be obtained from the following:

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Baltimore—Wernig, Moving, Hauling & Storage Co., 100 W. Lombard St.
Boston—G. W. Goerner, 40 Central St.
Buffalo—Central Supply Co.
Chicago—Ernst O. Heinsdorf, 1004 Cunard Bldg.
Cleveland—General Cartage & Storage Co.
Jacksonville—St. Elmo W. Acosta.
Mexico, D. F.—Ernst O. Heinsdorf.

Newark—American Oil & Supply Co.
New Orleans—O. E. Lewis Co., Inc., 638 Camp St.; United Warehouse Co., Ltd., 815 Fulton St.
New York City—Roesaler & Hasselacher Chemical Co., 709 Sixth Ave.
Norfolk—Henry Bower Chemical Mfg. Co., Agency, First & Front Sts.
Philadelphia—Henry Bower Chemical Mfg. Co.

Pittsburgh—Pennsylvania Transfer Co., Duquesne Freight Station; Pennsylvania Brewers Supply Co., Union Arcade Bldg.
Providence—Rhode Island Warehouse Co., Edwin Knowles.
Richmond—Bowman Transfer & Storage Co.
Rochester—Rochester Carting Co.
Savannah—Benton Transfer Co.
Toledo—Moreton Truck & Storage Co.
Washington—Littlefield, Alvord & Co.

This case recognizes and re-affirms the long-established principle that where a carrier, in order to complete its contract of carriage, must employ another agency, such as a switching line, to reach a certain point at destination, the initial or contracting carrier is liable for loss or damage directly to the shipper because, in arranging for the service of the second carrier, the initial carrier constituted the delivering or second carrier, its agent; consequently, the carrier contracting with the shipper is liable to the shipper for the acts of its agent.

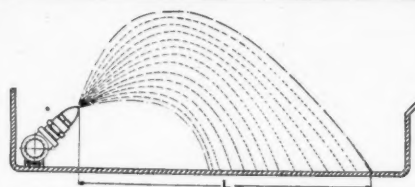
Shipper Liable to Car Owner for Car Detention in Addition to Demurrage.—Penn Oil Co. vs. Triangle Petroleum & Gasoline Co., 111 Atlantic, 482, decided June 17, 1920. Rehearing denied October 6, 1920, Court of Appeals of Maryland.

"Consignee of freight transported by railroad, with duty to unload freight, is required to unload it within a reasonable time and on his failure to so do the railroad is entitled to a reasonable compensation for the use of the cars whether they belong to such railroad or to another company."

"The purchaser of bulky freight, under contract which is silent as to time of unloading, but who knows that freight is to be delivered to him in cars owned or rented by the seller, and that such cars when unloaded are to be returned for other shipments, impliedly and as part of the contract undertakes to unload the cars within a reasonable time after notice of arrival and on his failure to so do must compensate seller for the use and occupation of such cars during the period of unreasonable detention."

"Where gasoline was shipped to a buyer in tank cars rented by the seller, the buyer, on failure to unload the cars within a reasonable time, was liable to the seller for the fair and reasonable value of the use and occupation of the cars, during the period of wrongful detention though it had no knowledge of the rental agreement under which seller rented the cars, the terms of such agreement being immaterial."

(To be continued.)



"SPRA-RITE"

THE "TWO-VANE" BRINE
SPRAY NOZZLE

Leading packers everywhere employing brine spray nozzles for hog and beef coolers have adopted "SPRA-RITE" Brine Spraying Equipment by reason of the high cooling efficiency and non-clogging features of "SPRA-RITE" Nozzles.

Bulletin No. 5 now ready for distribution. Write for your copy today.

BINKS SPRAY EQUIPMENT CO., Man'g Engineers
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SAVE MONEY

On Your Methods of Cooling and Refrigeration

You can do it by having a **BAKER REFRIGERATING SYSTEM** installed. **BAKER** systems are manufactured in sizes that vary from one to fifty tons capacity daily; and they are positively the best available for your purchase today.

They operate at practically no upkeep expense whatever; yet they give absolutely the highest degree of efficient service. They are simple in design and construction; and have few working parts; moreover, you will find that the **BAKER SYSTEM** is far more economical than the old-time system of using natural ice for cooling purposes.

ever; yet they give absolutely the highest degree of efficient service. They are simple in design and construction; and have few working parts; moreover, you will find that the **BAKER SYSTEM** is far more economical than the old-time system of using natural ice for cooling purposes.

WE MANUFACTURE SPECIAL REFRIGERATION SYSTEMS

for groceries, meat markets, hotels, restaurants, and cold storage plants. SEND AND GET OUR FREE BULLETIN NO. 42D and particulars in detail regarding the kind of refrigeration system you want.

Baker Ice Machine Co.

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MUST BE GOOD TO OBTAIN
SATISFACTORY RESULTS**

"AND YOU CAN'T BEAT CORK!"

THAS A FACK—BRACK an MACK

OUR BOOKLET WILL INTEREST YOU. WRITE US

THE UNION INSULATING CO. Great Northern Building CHICAGO



One of a fleet of seven White Trucks owned by The Canton Provision Co., of Canton, Ohio.

Whites Help Build Up Business of Provision Company

THE Canton Provision Company purchased its first White Truck in 1914. This unit gave such satisfactory service that another White was installed the following year. The company has continued to add to its White equipment until seven Whites are now in operation.

"Our trucks are subject to very hard service, as we cover all territory within a 50-mile radius of Canton," says G. L. Wade, Superintendent.

"They have always been very dependable and economical and have been a large factor in building up our business. Our 1914 truck has covered more than 100,000 miles, and is still doing its work in a dependable manner."

The marked preference for White Trucks among meat packers and dealers is shown by the fact that Whites predominate in this industry. Owners know that Whites do the most work for the least money.

THE WHITE COMPANY
CLEVELAND

White Trucks

FOR PURCHASING DEPARTMENTS

SAWDUST FOR SMOKING MEATS.

Experiments in the use of sawdust in place of wood for smoking meats have not always been successful. Packers have found by experience, however, that hickory sawdust, when carefully kiln-dried, is an entirely acceptable smoking fuel. In fact, it is claimed that packers who have used both cedar and mahogany find that kiln-dried sawdust is superior to either of these woods for smoking purposes, as besides better smoking it gives the meats the desired rich flavor.

The National Sawdust Company of Brooklyn, N. Y., has two plants turning out its products. One is at 102-104 North First street, Brooklyn, and they have lately erected a new plant at 78-80 North Sixth street, in which they are manufacturing exclusively kiln-dried hickory sawdust for smoking meats and provisions. They are now in a position to supply all orders for this product, and will constantly have stocks on hand for shipment.

FACTS ABOUT MOTOR TRUCKS.

(Continued from page 21.)

plied by distance hauled. If any load is picked up along the route the commercial ton mileage is figured against it precisely as if the truck were starting out again. All this information must be secured from the driver's card.

Since 1915 the Cudahy Packing Company of Philadelphia have used trucks for local transport. The carrying capacity of their vehicles ranges from 1½ to 5 tons, and the average daily mileage is 45. Under normal conditions their mean cost of delivering meat is 8 cents a hundred pounds.

Other large factors in the industry have discovered a daily mileage of 75; with a maximum at 120. There is practically no restriction as to distance in an emergency. The average daily mileage of a draft animal in similar service is 10 to 20. At it progresses its capacity for work declines. The power truck is as fresh at the end of the day as at the beginning.

Economy and Speed in Delivery.

The ability of the motor truck to thus draw a large amount of tonnage in quick order to places as far as 60 miles from the plant eliminates duplication in loading and unloading, and prevents damage by decomposition. Such transportation is also generally less expensive than by freight or boat. To send a railway refrigerator car from St. Louis to East St. Louis would cost \$30.00 and would take four or five days. One truck complement can haul as much as five cars in a day at a price less than the cost of one railroad car.

The slow rate of travel of the horse, therefore, narrows the delivery zone. Perishable foods demand a rate of delivery that the horse is incapable of, especially during heated periods. Rigid laws pertaining to the preparation and distribution of food do not make the use of the horse feasible in the main.

The results achieved in this connection by the Cleveland Provision Company, Cleveland, Ohio, through the utilization of motor trucks is perhaps typical of what has been gained by other principals in the industry. The sales have increased 100 per cent on account of prompt service. The deterioration of meats has decreased over 25 per cent. The company has furthermore been able to make quick deliveries to all cities within 50 miles.

Still more striking from comparison point of view is the total amount of tonnage carried. It is the experience of some packers that one 3½-ton truck displaces two 2½-ton wagons. The 34 motor units of one of the representative companies does the work of 250 horses.

How Trailer Multiplies Efficiency.

What is the meaning of these extraordinary performances? The sequel is the utilization of the trailers in general by the industry. For every ton your truck carries on its body it can pull from three to four tons more on a properly constructed trailer. A 3-ton truck can carry 3 tons and pull twelve more, which makes a total of fifteen tons. This important power has been defined as the "draw bar pull."

If every large user of trucks is not availing himself of this important capacity he is throwing away an opportunity to reduce his expenses by 200% or 300%. The amount of load which a motor truck can haul behind it in trailers depends, of course, upon the condition of the road and the grade. Formerly it cost a certain contractor \$16 to deliver a ton-mileage of 110. By the use of a trailer it cost him only \$4 more to perform 93 additional ton miles.

As a five-ton truck uses from 10 to 20 gallons of gasoline a day, a saving of half the consumption, at 30 cents a gallon, amounts to \$3 to \$6 a day. Let us see how this works out.

A five-ton truck which travels 60 miles a day moves five tons 30 miles. If it averages 5 miles to the gallon it uses 12 gallons of gasoline. At 30 cents a gallon this costs \$3.60. Thirty ton-miles at \$3.60 gives 12 cents per ton mile as the cost for fuel alone. But if a five-ton trailer is used, which averages 50 miles a day, the ton-mileage is increased to 50. An increase of 20 per cent in consumption gives 4 miles to the gallon. At 30 cents the cost is \$3.75, which divided by 50, gives 7½ cents as the ton-mile cost for fuel.

Time Saved in Unloading.

In much the same way as demountable bodies the trailer can be employed to cut down standing time at the unloading point. The mean time to unload is 15 to 20 minutes. If a truck is merely used it may have to wait an hour or even longer before its load is removed at the freight center; such delays cost real money. If the load had been put on a trailer it could be detached and left in charge of a helper until the completion of the unloading.

Before the Great Atlantic and Pacific Tea Company of Chicago used trailers the average loading time was one hour. With the semi-trailer loaded before hand the

loading time is reduced from eight to fifteen minutes. This represents a saving of \$28.80 a day, or \$8,640 a year.

The adaptability of the trailer to diverse haulage conditions encountered in the short haul is one of the principal qualifications. Even in congested districts, where constant starting and stopping is necessary, it has proven economical. One company discovered not long ago that its daily tonnage was nearly doubled. Although the trailer reduced the running speed below the rated speed it did not reduce it below the speed of street traffic.

Much Depends on the Driver.

Nine-tenths of all this work falls on the shoulders of the driver, who works outside of the supervision of the employer. He controls the destiny of an investment worth from one to six thousand dollars. Too careful instruction cannot be given him on the evils of overloading and over-speeding. The employer's judgment is replaced by the driver's on these matters, and serious losses may result on account of lack of co-operation.

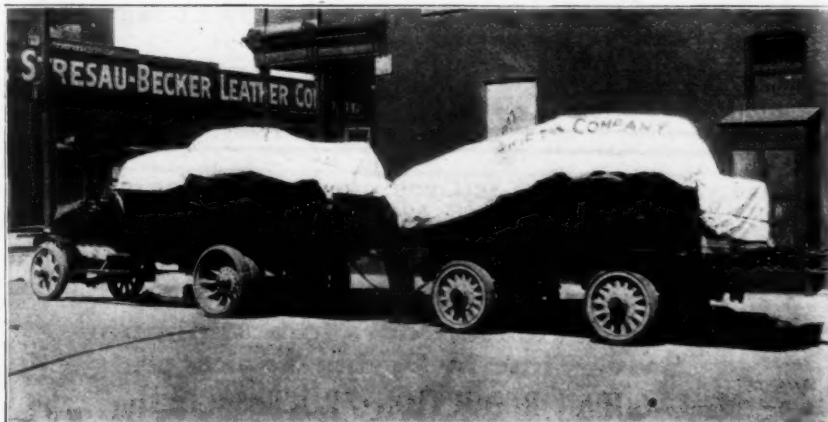
The Crown Cork and Seal Company of Baltimore experimented with this problem for some time. One of its drivers succeeded in getting 40 per cent more mileage per gallon of gasoline than the average for motor trucks of this capacity in the efficiency tests that were held. This was a saving of \$400.80. He even succeeded in increasing his own efficiency, so that his record for the last six months of the test was 6.4 centum better than for the first six months.

A Bonus Plan for Drivers.

After you have found a satisfactory unit for gauging performance, any company can install an efficiency system along the above lines on a bonus basis. The Fifth Avenue Coach Company of New York have attained large results from such a method.

"We do not consider the costs of our trucks but the service afforded by them to our trade," declared recently T. B. Hanna of the Burlington Grocery Company in Vermont, when asked if trucks were profitable on short hauls. "Horses today would doubtless cost as much as do our trucks, but we would not return to horses, even if cost figures showed them to be cheaper than trucks."

"In these days of keen competition the prompt filling of orders is a factor in merchandising and the trade expects a grocery company to supply emergency orders. We cannot dispense with our trucks; two years' service has also shown that the trucks have an advertising value. Besides, we are obliged to use trucks, for our competitors employ them."



THIS TRAILER COMBINATION DOUBLES THE DAILY TONNAGE. EVEN IN CONGESTED DISTRICTS IT HAS PROVEN ECONOMICAL.

Chicago Section

H. P. Heffernan, sales manager for the Corn Belt Packing Company, Dubuque, Iowa, was in Chicago this week.

Packers' purchases of livestock in Chicago the first three days of this week totaled 25,084 cattle, 64,463 hogs, and 29,431 sheep.

"No man is useless while he has a friend," says John W. Hall in his Christmas message. On that basis John is the most useful man in the world.

Chas. H. Simons, district manager for Swift & Company at Boston, Mass., was a visitor in Chicago this week. Charles is one of the leading impresarios of New England.

Swift & Company's sales of carcass beef in Chicago for the week ending December 25, 1920, on shipments sold out, ranged from 9 to 24 cents per pound and averaged 14.81 cents per pound.

"After all, Christmas is a state of mind, not a date on a calendar," says Sales Manager M. Dever of the Farmers' Terminal Packing Co., Newport, Minn., in his weekly circular to his sales force. Maybe that's the reason Dever has built up such a live force of salesmen.

Board of Trade dues for 1921 have been fixed at \$150 by the directors. This is the same as for the current year. Light re-

ceipts of grain have reduced the board's revenue and high expenses have cut into the board's funds. At the same time materials and labor remain high. The board has canceled \$35,000 of its bonds during the year.

W. H. Raschke, the well-known packing-house products broker, is removing his office this week from the Postal Telegraph building to the new Loeffler building at 3727 South Halsted street, where he will enlarge his business to include the handling of consignment accounts. This necessitates more room, and the new quarters are specially built for this purpose.

Shipments of provisions from Chicago for the week ending Saturday, December 25, 1920, were as follows:

	This week	Same week last year.
Cured meats	16,370,000	20,904,000
Lard	6,237,000	10,256,000
Fresh meats	43,288,000	49,760,000
Pork	1,352	574
Canned meats	24,403	18,433

Receipts for the week were: Cured meats, 942,000 lbs.; fresh meats, 10,607 lbs.; lard, 1,882,000 lbs.

DIVIDENDS ON A GOOD TIME.

Final reports of the Chicago Committee of Arrangements for the trip to the annual packers' convention at Atlantic City, N. J., in September, have been made by

Chairman Arthur D. White. This trip was made on a special train, and those participating enjoyed all the advantages of a private-car party at less than regular train rates, including meals, refreshments, entertainment, etc. The financial report made by Chairman White shows that the committee refunded the sum of \$600 to those who paid for tickets, and in addition put away a "nest egg" of \$50 as a starter for next year's trip. The committee comprised Arthur D. White, chairman; W. J. Callahan, treasurer; W. B. Farris, R. D. MacManus, Ralph W. Moody, J. S. Hoffman, Oscar G. Mayer, J. A. Hawkinson, J. P. Brunt, H. G. Edwards, W. J. Richter and Charles H. Hanson.

NEW LAW FIRM FORMED.

C. J. Tressler, for nineteen years a member of the law department of Swift & Company, and for some time past its assistant general attorney, has severed his packing connections to enter a law partnership with George P. McCabe, former solicitor of the U. S. Department of Agriculture, and one of the best-known food attorneys in the country. The firm will be known as McCabe & Tressler, and will have offices at 1824 Harris Trust building, Chicago.

Mr. McCabe was solicitor for the U. S. Department of Agriculture under Presidents Roosevelt and Taft, when the Food and Drug and Meat Inspection Acts were passed. He had charge of the enforcement and construction of these very important matters during the years when precedents were being established.

With Doctors H. W. Wiley and F. L. Dunlap he was a member of the Board of Food and Drug Inspection, and was one of the principals in the McCabe-Wiley feud, which was the outgrowth of food-law construction and which assumed nation-wide publicity. Mr. McCabe was one of a commission of three appointed by President Roosevelt to investigate and report on packinghouse conditions at the time of "The Jungle" issue. The report made by this commission contrasted very favorably with the sensational report turned in by Neil and Reynolds.

Mr. McCabe has for several years past practiced law in Chicago, specializing on food, drug and meat-inspection matters. He has handled a number of very important legal matters for packinghouse interests which have been helpful to the livestock and packinghouse industries.

Mr. Tressler has for nineteen years past been connected with the law department of Swift & Company and for the past several years has been assistant general attorney. As such, of course, he has had the experience in the handling of various questions of packinghouse law, and is well known throughout the country to the various governmental bureaus, food commissioners, tax boards and public officials.

Fred J. Anders Chas. H. Reimers

Anders & Reimers

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Packing House
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ARCHITECTS AND ENGINEERS

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lations, Investigations
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PACKERS ARCHITECTURAL & ENGINEERING CO.

WILLIAM H. KNEHANS, Chief Engineer

ABATTOIR PACKING AND COLD STORAGE PLANTS

Manhattan Building, Chicago, Ill.

Cable Address, Pacarco

When your Neighbors tell you about Tank House Odors don't neglect it, or you'll have the Health Authorities out to shut down your plant!

THE MacLACHLAN SYSTEM

Cuts Tank House Odors to a Minimum
Saves Time in Drying Tankage

MacLACHLAN REDUCTION PROCESS CO., Inc.
30th and Race Sts. Philadelphia, Pa.

H. P. Henschien

R. J. McLaren

HENSCHIE & McLAREN

Architects

Old Colony Bldg. Chicago, Ill.

PACKING PLANTS AND COLD STORAGE
CONSTRUCTION.



*A delicious margarine
for eating and cooking*

"The Greatest Selling Product of its kind in the World"

MORRIS & COMPANY

CHICAGO E. St. Louis Kansas City Omaha St. Joseph Oklahoma City

Marigold Factories { Chicago, Ill. E. St. Louis, Ill.
 Kansas City, Mo. Jersey City, N. J.
 Los Angeles, Cal. Providence, R. I.

CHICAGO PACKING COMPANY

Beef and Pork Packers

Boneless Beef Cuts

Sausage Materials

Commission Slaughterers

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CHICAGO**

WANT CHICAGO YARDS PROPERTY.

Application was filed with the Interstate Commerce Commission on December 28 by the New York Central Railroad Company for permission to lease the Chicago Junction Railway, which serves the Chicago Stock Yards, and the Chicago River and Indiana Railroad, and also the property of the Chicago Union Stock Yard & Transit Company, for the sum of \$2,000,000 per year. Authority was also asked to buy property of the Stock Yard Company for the sum approximating \$33,000,000.

As the Chicago yards are not included in the terms of the packers' court decree, they are not involved in the present discussion as to the disposal of packers' interests in them. The application referred to is believed to cover property in the Central Manufacturing District. Operation of the railroads named by the New York Central has been under consideration for some time.

If you are looking for a good position watch the "Wanted" page.

BONE CRUSHERS



WILLIAMS

Williams Bone Crushers and Grinders are not alone suitable for grinding bone for fertilizer purposes, they are also suitable for crushing bone for glue and case hardening purposes. Every packer having to dispose of his bone whether Green, Raw, or Junk and Steamed bone, will do well to get in touch with Williams.

Williams machines are also suitable for Tankage, Cracklings, Beef Scrap, Oyster and Clam Shells, and any other material found around the packing plant requiring crushing or grinding.

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THE WILLIAMS PAT. CRUSHER & PULVERIZER CO.

Works:
ST. LOUIS

General Sales Dept., Old Colony Bldg.

CHICAGO

27 Second St.
SAN FRANCISCO

CHICAGO LIVESTOCK MARKETS.

(Continued from page 35.)
were about steady with Tuesday's general selling, but later trading was at prices steady to 25c lower. Choice fed western lambs topped at \$12.50, with the bulk of good and choice lambs at \$11.75 to \$12.50. Owing to a misunderstanding between buyer and seller, the sale of lambs reported Tuesday at \$13.00 proved erroneous, settlement being made at \$12.75, the actual top. Matured sheep were steady to 25c higher, due partly to increased ship-

ping demand. Prime handyweight western ewes reached \$5.50, with another lot of choice ewes at \$5.25. Idaho hay-fed ewes were higher at \$4.85. Heavy natives cashed around \$4.25. Choice 96-lb. yearling wethers topped today at \$10.25, with other lots showing less finish at \$9.25 to \$9.75. One band of heavy yearling wethers, carrying a few two-year-olds, brought \$8.00. Odd wethers went at \$6.00 to \$8.25, but choice grades were held higher. Feeder lambs were steady, \$9.50 to \$10.00 taking everything offered.

CHICAGO LIVESTOCK.

RECEIPTS.				
	Cattle.	Calves.	Hogs.	Sheep.
Monday, Dec. 20.....	17,682	1,755	50,370	21,462
Tuesday, Dec. 21.....	9,379	2,510	46,849	11,501
Wednesday, Dec. 22.....	5,769	1,399	20,635	9,332
Thursday, Dec. 23.....	4,619	2,430	31,939	8,562
Friday, Dec. 24.....	2,591	393	14,132	2,304
Saturday, Dec. 25, holiday.....				
Monday, Dec. 27.....	19,000	3,000	20,000	10,000
Total last week.....	42,070	8,487	163,925	53,251
Previous week.....	67,124	11,839	213,953	88,609
Year ago.....	43,134	8,497	198,052	71,816
Two years ago.....	37,425	4,265	116,071	31,449

SHIPMENTS.				
	Cattle.	Calves.	Hogs.	Sheep.
Monday, Dec. 20.....	5,042	222	7,193	913
Tuesday, Dec. 21.....	4,583	484	8,878	4,165
Wednesday, Dec. 22.....	5,433	112	6,384	3,883
Thursday, Dec. 23.....	4,070	344	11,857	2,943
Friday, Dec. 24.....	3,227	12	7,752	1,546
Saturday, Dec. 25, holiday.....				
Monday, Dec. 27.....	6,000	400	6,000	1,000
Total last week.....	22,385	1,174	42,064	13,450
Previous week.....	31,723	1,549	41,218	28,224
Year ago.....	18,474	1,260	31,244	15,280
Two years ago.....	10,682	370	2,554	6,914

Total receipts at Chicago for year to Dec. 25:

	1920.	1919.
Cattle.....	3,074,734	3,453,612
Calves.....	735,652	743,143
Hogs.....	7,371,083	8,527,597
Sheep.....	3,946,660	5,174,742

Total receipts of hogs at eleven markets:

	Week.	Year to date.
Week ending Dec. 25.....	476,000	27,909,000
Previous week.....	723,000	27,493,000
Cor. week, 1919.....	723,689	30,880,000
Cor. week, 1918.....	561,000	31,485,000

Combined receipts at seven points for week ending Dec. 25, 1920, with comparisons:

	Cattle.	Hogs.	Sheep.
This week.....	110,000	351,000	166,000
Previous week.....	103,000	344,000	214,000
1919.....	131,000	343,000	190,000
1918.....	127,000	347,000	68,000
1917.....	128,000	326,000	117,000
1916.....	110,000	450,000	155,000
1915.....	113,000	460,000	152,000
1914.....	132,000	451,000	187,000

Combined receipts at seven markets for year to Dec. 25, 1920, with comparisons:

	Cattle.	Hogs.	Sheep.
1920.....	10,298,000	21,975,000	10,940,000
1919.....	12,205,000	24,803,000	14,121,000
1918.....	12,094,000	25,162,000	11,985,000
1917.....	11,290,000	20,878,000	9,987,000

Chicago packers' hog slaughter for week ending Dec. 25, 1920:

Armour & Co.....	14,400
Anglo-American.....	6,000
Swift & Co.....	9,000
Hammond Co.....	10,600
Morris & Co.....	11,400
Wilson & Co.....	8,300
Boyd-Lunham.....	14,200
Western Packing Co.....	5,800
Roberts & Oake.....	3,700
Miller & Hart.....	7,400
Independent Packing Co.....	4,600
Brennan Packing Co.....	5,700
Wm. Davies Co.....	15,800
Others.....	126,100
Total.....	191,200
Previous week.....	176,900
Year ago.....	176,900

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ending Dec. 25.....	\$10.60	\$9.25	\$3.85	\$10.65
Previous week.....	9.50	9.10	4.50	11.10
Cor. week, 1919.....	13.90	13.52	10.10	17.70
Cor. week, 1918.....	15.40	17.00	9.75	14.85
Cor. week, 1917.....	11.75	16.85	11.50	16.15
Cor. week, 1916.....	10.00	10.35	9.40	13.00
Cor. week, 1915.....	8.10	6.50	6.50	9.30
Cor. week, 1914.....	8.50	7.20	5.75	8.55
Cor. week, 1913.....	8.35	7.95	5.35	7.95
Cor. week, 1912.....	8.05	7.50	4.90	8.25
Cor. week, 1911.....	9.95	6.17	4.10	6.35

Market quotations at Chicago:

CATTLE.	
Choice to prime steers.....	\$10.50@12.50
Good to choice steers.....	9.00@11.50
Yearlings, fair to choice.....	7.75@13.00
Good to prime cows.....	6.00@8.50
Fair to good heifers.....	7.50@10.25
Fair to good cows.....	4.50@7.00
Canners.....	2.50@3.50
Cutters.....	3.00@4.75
Bologna hogs.....	5.00@6.25
Veal calves.....	10.50@13.00

HOGS.

Choice light butchers.....	\$10.00@16.40
Medium weight butchers.....	9.75@10.25
Heavy butchers, 270-350 lbs.....	9.05@10.10
Fair to fancy light.....	9.90@10.40
Heavy packing.....	9.40@9.80
Rough packing.....	9.00@9.40
Pigs.....	9.00@10.50

SHEEP.

Native lambs.....	\$11.00@12.50
Red western lambs.....	11.00@12.50
Feeding lambs.....	9.00@10.70
Wethers.....	4.50@6.25
Yearlings.....	8.00@10.25
Ewes.....	2.00@5.50

HAMLIN & MORRISON

PUBLIC CHEMISTS
PHILADELPHIA, PA.Official Inspectors Testers
Weighers and Samplers of Oils, Waxes and Fats
of the New York Produce Exchange

CHICAGO PROVISION MARKET.

Range of Prices.

SATURDAY, DECEMBER 25, 1920.

(Holiday.)

MONDAY, DECEMBER 27, 1920.

PORK—(Per bbl.)—	Open.	Low.	High.	Close.
Jan.....	\$23.00	\$23.00	\$23.00	\$23.00

LARD—(Per 100 lbs.)—	Open.	Low.	High.	Close.
Jan.....	13.05	13.12½	12.70	12.70
May.....	13.55	13.60	13.20	13.20

SHORT RIBS—(Boxed, 25c more than loose)—	Open.	Low.	High.	Close.
Jan.....	11.42½	11.50	11.40	11.40
May.....	12.25	12.25	12.02½	12.05

TUESDAY, DECEMBER 28, 1920.

PORK—(Per bbl.)—	Open.	Low.	High.	Close.
Jan.....	23.05	23.05	23.00	23.00

LARD—(Per 100 lbs.)—	Open.	Low.	High.	Close.
Jan.....	12.70	12.85	12.70	12.75
May.....	13.15	13.35	13.15	13.22½

SHORT RIBS—(Boxed, 25c more than loose)—	Open.	Low.	High.	Close.
Jan.....	11.35	11.40	11.32½	11.32½
May.....	12.02½	12.05	12.02½	12.02½

WEDNESDAY, DECEMBER 29, 1920.

PORK—(Per bbl.)—	Open.	Low.	High.	Close.
Jan.....	22.75	23.20	22.75	23.20

LARD—(Per 100 lbs.)—	Open.	Low.	High.	Close.
Jan.....	12.65	12.72½	12.57½	12.42½
May.....	13.15	13.22½	13.07½	13.32½

SHORT RIBS—(Boxed, 25c more than loose)—	Open.	Low.	High.	Close.
Jan.....	11.30	11.40	11.22½	11.35
May.....	12.00	12.12½	11.92½	12.10

THURSDAY, DECEMBER 30, 1920.

PORK—	Open.	Low.	High.	Close.
Jan.....	23.00	23.15	23.00	23.43

LARD—	Open.	Low.	High.	Close.
Jan.....	12.50	12.85	12.52	12.62
May.....	13.20	13.50	13.15	13.27½

SHORT RIBS—	Open.	Low.	High.	Close.
Jan.....	11.25	11.40	11.25	11.25
May.....	12.02½	12.15	11.87½	11.87½

PRIZES FOR FARM-CURED MEATS.

Premiums offered at the ham and bacon show during Farmers' Week, January 17-21, at the College of Agriculture.

The Missouri State Board of Agriculture has again set aside \$150 to be awarded in premiums on the best country-cured hams and bacon, country-cured shoulders, fresh, smoked and fancy country sausage exhibited at the seventh annual Missouri Farmers' Ham and Bacon Show, to be held during Farmers' Week at the University of Missouri College of Agriculture, January 17-21, 1921. No entry fee is charged and every Missouri farmer is urged to compete. Entries are limited to meat made on Missouri farms.

CHICAGO RETAIL FRESH MEATS

(Corrected weekly by C. W. Kaiser, Sec'y, United Master Butchers' Ass'n of Chicago.)

Beef.

	No. 1.	No. 2.	No. 3.
Rib roast, heavy end.....	38	28	17
Rib roast, light end.....	46	30	10
Chuck roast.....	35	20	15
Steaks, round.....	42	30	28
Steaks, sirloin, first cut.....	54	35	31
Steaks, porterhouse.....	82	42	32
Steaks, flank.....	30	25	13
Beef stew.....	28	20	15
Corned briskets, boneless.....	35	25	..
Corned plates.....	25	18	13
Corned rumps.....	35	28	21

Lamb.

	Good.	Com.
Hindquarter.....	38	27
Legs.....	30	30
Stews.....	18	18
Chops, shoulder.....	30	26
Chops, rib and loin.....	47	40

Mutton.

Legs.....	25	23
Stew.....	15	..
Shoulders.....	20	..
Chops, rib and loin.....	32	30

Pork.

Loins, whole, 8@10 avg.....	30	@32
Loins, whole, 10@12 avg.....	29	@31
Loins, whole, 14 and over.....	27	@28
Chops.....	22	@35
Shoulders.....	20	@22
Butts.....	24	@25
Spareribs.....	22	@22
Hocks.....	20	@20
Leaf lard.....	..	@18

Veal.

Hindquarters.....	22	@32
Forequarters.....	16	@22
Legs.....	25	@38
Breasts.....	20	@25
Shoulders.....	20	@28
Cutlets.....	20	@50
Rib and loin chops.....	28	@42

Butchers' Offal.

Suet.....	@2
Shop fat.....	@1
Bones, per 100 lbs.....	@25
Calf skins.....	@10
Kips.....	@8
Deacons, each.....	.75

WATCH PAGE 57
FOR
BUSINESS CHANCES

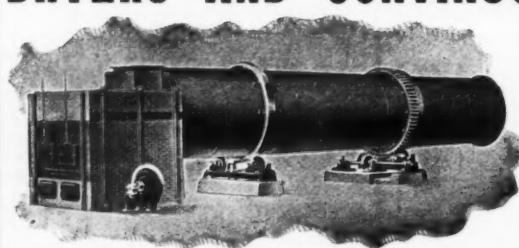
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American Process Co.

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Special prices on 30 and 32 M/M Hog Casings
as long as they last.

McINTYRE PACKING CO.

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SAN FRANCISCO, CAL.

807 Montgomery St.

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.		
Prime native steers.....	22	@24
Good native steers.....	19	@21
Medium steers.....	16	@18
Heifers, good.....	16	@20
Cows.....	9	@14
Hind quarters, choice.....		@33
Fore quarters, choice.....		@16
Beef Cuts.		
Steer Loins, No. 1.....	@50	
Steer Loins, No. 2.....	@40	
Steer Short Loins, No. 1.....	@64	
Steer Short Loins, No. 2.....	@50	
Steer Loin Ends (hips).....	@36	
Steer Loin Ends No. 2.....	@35	
Cow Loins.....	18	@28
Cow Short Loins.....	20	@25
Cow Loin Ends (hips).....	@17	
Steer Ribs, No. 1.....	@40	
Steer Ribs, No. 2.....	@35	
Cow Ribs, No. 1.....	@24	
Cow Ribs, No. 2.....	@21	
Cow Ribs, No. 3.....	@17	
Steer Rounds, No. 1.....	@19	
Steer Rounds, No. 2.....	@18	
Steer Chucks, No. 1.....	@17	
Steer Chucks, No. 2.....	@14	
Cow Rounds.....	12	@15
Cow Chucks.....	9	@9
Steer Plates.....	12 1/4	@12 1/4
Briskets, No. 1.....	10 1/4	@10 1/4
Briskets, No. 2.....	11	@11
Steer Navel Ends.....	7 1/4	@9
Cow Navel Ends.....	7 1/4	@9
Fore Shanks.....	6	@7
Hind Shanks.....	6	@7
Rolls.....		@24
Strip Loins, No. 1, boned.....	@35	
Strip Loins, No. 2.....	@35	
Strip Loins, No. 3.....	@18	
Striploin Butts, No. 1.....	@40	
Striploin Butts, No. 2.....	@30	
Striploin Butts, No. 3.....	@25	
Beef Tenderloins, No. 1.....	@65	
Beef Tenderloins, No. 2.....	@63	
Rump Butts.....	25	@25
Flank Steaks.....	25	@25
Boneless Chucks.....	12	@12
Shoulder Cuts.....	12	@12
Hanging Tenderloins.....	14	@14
Trimming.....	8 1/4	@14
Beef Product.		
Brains, per lb.....	12	@14
Hearts.....	6	@8
Tongues.....	33	@33
Sweetbreads.....	56	@60
Ox-Tail, per lb.....	8	@11
Fresh Tripe, plain.....	8	@11
Fresh Tripe, H. C.....	10 1/2	@11 1/2
Livers.....	11	@11 1/2
Kidneys, per lb.....	9	@9
Veal.		
Choice Carcass.....	19	@20
Good Carcass.....	14	@18
Good Saddle.....	14	@18
Good Backs.....	14	@15
Medium Backs.....	10	@10
Veal Product.		
Brains, each.....	12	@14
Sweetbreads.....	65	@70
Calf Livers.....	34	@40
Lamb.		
Choice Lamb.....	25	@26
Medium Lamb.....	23	@24
Choice Saddle.....	30	@32
Medium Saddle.....	30	@32
Choice Fores.....	18	@18
Medium Fores.....	16	@16
Lamb Fries, per lb.....	22	@22
Lamb Tongues, each.....	18	@18
Lamb Kidneys, per lb.....	25	@28
Mutton.		
Heavy Sheep.....	9 1/2	@12
Light Sheep.....	12	@14
Heavy Saddle.....	14	@14
Light Saddle.....	18	@18
Heavy Fores.....	7	@7
Light Fores.....	9	@9
Mutton Legs.....	20	@20
Mutton Loins.....	6	@6
Mutton Stew.....	6	@6
Sheep Tongues, each.....	18	@18
Sheep Heads, each.....	15	@15
Fresh Pork, Etc.		
Dressed Hogs.....	18	@18
Pork Loins.....	25	@25
Leaf Lard.....	15 1/2	@15 1/2
Tenderloins.....	15 1/2	@15 1/2
Spare Ribs.....	15	@15
Butts.....	20	@20
Hocks.....	13	@13
Trimming.....	10	@10
Extra Lean.....	13	@13
Tails.....	10	@10
Snouts.....	6	@6
Pigs' Feet.....	6	@6
Pigs' Heads.....	9	@9
Blade Bones.....	9	@9
Blade Meat.....	16	@16
Cheek Meat.....	11	@11
Hog Livers, per lb.....	7 1/2	@7 1/2
Neck Bones.....	5	@5
Skinned Shoulders.....	7	@7
Pork Hearts.....	5	@5
Pork Kidneys, per lb.....	20	@20
Pork Tongues.....	9	@9
Slip Bones.....	9	@9
Tail Bones.....	10	@10
Brains.....	15	@15
Back fat.....	19	@19
Hams.....	21	@21
Calas.....	21	@21
Belles.....	21	@21
SAUSAGE.		
Columbia, Cloth, Bologna.....	17	@17
Bologna, large, long, round, in casings.....	16	@16
Choice Bologna.....	18 1/2	@18 1/2

Frankfurters		
Liver Sausage, with beef and pork.....	@22	
Tongue and blood sausage, with pork.....	@21	
Minced Sausage.....	@24	
New England Style Sandwich Sausage.....	@18	
Prepared Luncheon Sausage.....	@20	
Liberty Luncheon Sausage (Berliner).....	@19 1/2	
Oxford Lean Butts.....	@33	
Polish Sausage.....	@20	
Garlic Sausage.....	@17	
Country Smoked Sausage.....	@19	
Country Fresh Sausage.....	@22	
Pork Sausage, bulk or link.....	@19 1/2	
Pork Sausage, short link.....	@23	
Luncheon Roll.....	@19	
Delicatessen Loaf.....	@19	
Ox Tongues, jellied.....	@46	
Macaroni and Cheese Loaf.....	@19	
Loin Roll, Cooked.....	@38	

Summer Sausage.

D'Arles, new goods.....	@45
Beef casings Salami, best.....	@47
Italian Salami (new goods).....	@49
Capri.....	@37
Holsteiner.....	@30
Pepperton, long links.....	@42
Farmer.....	39 @42

Sausage in Brine.

Bologna, kits.....	@2.40
Pork, link, kits.....	4.00 @14.00
Pork, link, kits.....	@2.75
Polish Sausage, kits.....	4.00 @16.10
Polish Sausage, kits.....	@2.46
Frankfurters, kits.....	4.18 @14.30
Frankfurters, kits.....	@3.00
Blood Sausage, kits.....	5.00 @17.50
Blood Sausage, kits.....	@3.35
Liver Sausage, kits.....	5.50 @19.25
Liver Sausage, kits.....	@2.50
Liver Sausage, kits.....	3.30 @11.55
Head Cheese, kits.....	@2.40
Head Cheese, kits.....	4.00 @14.00

VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 200-lb. barrels.....	\$18.00
Pickled Plain Tripe, in 200-lb. barrels.....	17.50
Regular H. C. Tripe, in 200-lb. barrels.....	21.00
Pocket H. C. Tripe, in 200-lb. barrels.....	21.00
Pickled hog chitterlings, uncooked, bbls.....	22.25
Pickled hog chitterlings, cooked, bbls.....	22.25
Sheep Tongues, short cut, barrels.....	70.00
Sheep Tongues, long cut, barrels.....	67.00
Pork Tongues, barrels.....	66.50

CANNED MEATS.

	No. 1/2	No. 1	No. 2	Per doz.
Corned beef.....	\$3.15	\$4.00	\$28.00	
Roast beef.....	3.15	6.00	20.00	
Roast mutton.....	3.15	6.00	20.00	
Sliced dried beef.....	\$2.75	4.85	8.90	52.00
Ox tongue, whole.....	13.25	17.50	53.00	
Luncheon tongue.....	3.00	5.50	10.25	35.00
Corn beef hash.....	1.85	3.15	5.50	
Roast beef hash.....	1.85	3.15	6.00	
Hamburger steak with onions.....	1.29	2.40	4.75	
Vienna style sausage.....	1.30			
Breakfast sausage.....	2.65	4.25		
Veal loaf, med. size.....			2.50	

EXTRACT OF BEEF.

	Per doz.
2-oz. jars, 1 doz. in case.....	\$3.30
4-oz. jars, 1 doz. in case.....	6.25
8-oz. jars, 1/2 doz. in case.....	11.50
16-oz. jars, 1/4 doz. in case.....	21.00

BARRELLED BEEF AND PORK.

Extra Plate Beef, 200-lb. barrels.....	@30.00
Plate Beef.....	@28.00
Rollettes.....	@28.00
Rump Butts.....	@30.00
Mess Pork.....	@36.00
Clear Fat Backs.....	@36.00
Family Back Pork.....	@36.00
Bean Pork.....	@28.00

LARD.

Pure Lard, kettle rendered, per lb., tes.....	@19 1/2
Pure Lard.....	@16 1/2
Cooking oil, per gal., in barrels.....	@13 1/2
Bakers' special cooking oil.....	@13 1/2
Barrels, 1/4 c. over tierces, half barrels, 1/2 c. over tierces; tubs and pails, 10 to 80 lbs., 1/4 c. to 1 c. over tierces.....	

BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chicago.....	@27
Cartons, rolls or prints, 1 lb.....	@28
Cartons, roll or prints, 2@5 lbs.....	@27 1/2
Shortenings, 30@60 lb. tubs.....	@18
Nut Margarine, prints, 1 lb.....	@26

DRY SALT MEATS.

Clear Bellies, 12@14 avg.....	@17.50
Clear Bellies, 14@16 avg.....	@17.25
Clear Bellies, 18@20 avg.....	@16.75
Rib Bellies, 12@14 avg.....	@17.75
Rib Bellies, 20@25 avg.....	@16.50
Fat Backs, 10@12 avg.....	@14.50
Fat Backs, 12@14 avg.....	@15.25
Fat Backs, 14@16 avg.....	@16.00
Extra Short Clears.....	@14.50
Extra Short Ribs.....	@14.50
Short Clears.....	@15.75
Butts.....	@11.50

WHOLESALE SMOKED MEATS.

Skinned Hams.....	@26
Regular Hams.....	28 1/2 @25 1/2
Calas, 4@6 lbs. avg.....	@17 1/2
Calas, 6@12 lbs. avg.....	@17 1/2
New York Shoulders.....	20 1/2 @20 1/2
Breakfast Bacon, fancy.....	39 1/2 @40
Rib Bacon, wide, 8@12 avg., and strip, 4@6 avg.....	@20
Wide, 12@14 avg. and strip, 6@7 avg.....	22 1/2 @22 1/2
Dried Beef Insides.....	@49
Dried Beef Knuckles.....	@43
Dried Beef Outsoles.....	@38
Dried Beef Sets, best.....	44 1/2 @44 1/2
Skinned Boiled Hams.....	@60

Regular Boiled Hams.....	@37
Boiled Calas.....	@34
Cooked Loin Rolls.....	@48
Cooked Rolled Shoulders.....	@34

SAUSAGE CASINGS.

F. O. B. CHICAGO.		
Beef Rounds, per set.....	@26	
Beef Export Rounds.....	30 @35	
Beef Middles, per set.....	@38	
Beef Bungs, per piece.....	@22	
Beef Weasands.....	@12	
Beef Bladders, small, per doz.....	@1.25	
Beef Bladders, medium, per doz.....	@85	
Hog Casings, free of salt, regular.....	@1.10	
Hog Casings, f. o. b., extra narrow.....	@1.50	
Hog Middles, per set.....	@25	
Hog Bungs, export.....	@26	
Hog Bungs, large.....	@17	
Hog Bungs, medium.....	@14	
Hog Bungs, narrow.....	@8	
Hog Stomachs, per piece.....	@10	
Imported wide Sheep Casings.....	@.....	
Imported medium wide Sheep Casings.....	@.....	
Imported medium Sheep Casings.....	@.....	

FERTILIZERS

Dried blood, per unit.....	3.25 @ 3.50
Hooftail, per unit.....	2.75 @ 3.00
Concentrated tankage, ground.....	2.75 @ 3.00
Ground tankage, 11%.....	2.50 @ 2.90
Ground tankage, 9 and 20%.....	2.50 @ 2.75
Crushed tankage, 9 and 20%.....	2.25 @ 2.50
Ground tankage, 6 1/2 and 30%.....	25.00 @ 27.50
Ground raw bone, per ton.....	32.00 @ 35.00
Ground steam bone, per ton.....	26.00 @ 28.00

HORNS, HOOF AND BONES.

No. 1 horns, per ton.....	240.00 @ 250.00
Hoofs, black, per ton.....	45.00 @ 50.00
Hoofs, striped, per ton.....	45.00 @ 50.00
Hoofs, white, per ton.....	60.00 @ 65.00
Round shin bones, heavies, per ton.....	90.00 @ 100.00
Round shin bones, lights, per ton.....	70.00 @ 80.00
Flat shin bones, heavies, per ton.....	70.00 @ 80.00
Flat shin bones, lights, per ton.....	60.00 @ 70.00
Thigh bones, heavies, per ton.....	80.00 @ 90.00
Thigh bones, lights, per ton.....	60.00 @ 70.00
Skulls, jaws and knuckles.....	30.00 @ 35.00

LARD.

Prime, steam, cash.....	@12.75
Prime, steam, loose.....	@11.75
Leaf.....	@13.00
Compound.....	@11.50
Neutral lard.....	18.00 @ 18.25

STEARINES.

Prime oleo.....	7 1/2 @ 8
Tallow.....	6 1/2 @ 7
Grease, yellow, loose.....	5 @ 5 1/2
Grease, A white, loose.....	7 @ 7 1/2

OILS.

Oleo oil, extra.....	14 1/2 @ 15 1/2
Oleo oil, No. 2.....	13 @ 13 1/2
Oleo stock.....	11 1/2 @ 12 1/2
Linsed, loose, per gal.....	85 @ 90
Corn oil, loose.....	6 1/2 @ 6 3/4
Soya bean oil, seller tank, f. o. b. coast.....	5 1/2 @ 6

TALLOW.

Edible.....	6 1/2 @ 7 1/2
Choice country.....	6 1/2 @ 7
Packers, prime, loose.....	6 1/2 @ 6 1/2
Packers, No. 1, loose.....	5 @ 5 1/2
Packers, No. 2.....	4 @ 4 1/2

GREASES.

White, choice.....	6 1/2 @ 6 1/2
White, "A".....	6 @ 6 1/2
White, "B".....	5 1/2 @ 5 1/2
Bone, naphtha, extracted.....	3 1/2 @ 4
Crackling.....	5 @ 5 1/2
House.....	4 @ 4 1/2
Yellow.....	4 @ 4 1/2
Brown.....	4 @ 4 1/2
Pigs' foot grease.....	9 @ 9 1/2
Garbage, grease, loose.....	3 1/2 @ 4
Glycerine, C. P.....	19 @ 19 1/2
Glycerine, dynamite.....	15 1/2 @ 16
Glycerine, crude soap.....	8 1/2 @ 9
Glycerine, candle.....	nom. 10

COTTONSEED OILS.

White, deodorized.....	12 1/2 @ 12 1/2
P. S. Y., loose, Chicago.....	13 1/2 @ 14
P. S. Y., soap grade.....	nom. 6
Soap stock, bbls., concn., 62@65 f. o. b.....	@13 1/2
Tex.....	3 1/2 @ 3 1/2
Soap stock, loose, 50% f. s. Chicago.....	14 @ 14 1/2

COOPERAGE.

Ash Pork Barrels, black iron hoops.....	2.95 @ 3.00
Oak Pork Barrels, black iron hoops.....	3.20 @ 3.25
Ash Pork Barrels, galv. iron hoops.....	3.15 @ 3.20
Red Oak Lard Tierces.....	4.20 @ 4.25
White Oak Lard Tierces.....	4.45 @ 4.50
White Oak Ham Tierces.....	@4.80

CURING MATERIALS.

Refined saltpetre, granulated, bbls.....	@12
Refined saltpetre, crystals, bbls.....	@13
Double refined Nitrate of Soda, gran., f. o. b. N. Y. & S. F., carloads.....	@ 5 1/2
Bbls.....	@ 5 1/2
Sacks.....	@ 5 1/2
Double refined nitrate of soda, gran., f. o. b. N. Y. & S. F., less than carloads.....	@ 5 1/2
Bbls.....	@ 5 1/2
Sacks.....	@ 5 1/2
Double refined Nitrate of Soda, crystals— Bbls.....	@ 6 1/2
Sacks.....	@ 6 3/4
Nitrate of Soda, keg 100@130 lbs., 1c over.	@ 16 1/2
Boric Acid, crystals to powdered.....	@ 16 1/2
Sorax, crystals to powdered.....	@ 16 1/2
Sugar—	
*Wile, clarified, f. o. b. New Orleans.....	@6.50
*Yellow, clarified, f. o. b. New Orleans.....	@6.25
Plantation, granulated, f. o. b. New Orleans (less 2%).....	@7.75
Salt—	
Michigan, granulated, car lots, per ton, f. o. b. Chicago, bulks.....	11.58
Michigan, medium, car lots, per ton, f. o. b. Chicago, bulks.....	13.08

Retail Section

PRACTICAL TALKS WITH SHOP BUTCHERS

Finding Out What It Costs to Do Business

Written for the National Provisioner by Robert Falconer.

A great many more failures are caused because business men do not know exactly what it costs to do business than for any other one reason. The man who does know just what it is costing him to do business has very little excuse for failing provided he pays close enough attention to business.

If he succeeds and does not know the cost of doing business he is lucky. However, a butcher may know the total cost of doing business and still find that his profits are less and less each year. This will be due to the fact that there are certain things he sells upon which he has actually been making no profit, while there are others upon which he has been making a good profit. If it happens that the sale of the profit-makers falls off while those of the non-profit-makers increases, it is easy to see that the result is going to be a smaller profit for the year.

Two Classes of Expense.

There are two classes of business expenses. Those which are fixed like the overhead, and those that vary with the amount of business done. The operating expenses are usually easiest to keep track of, while the overhead expenses may lead to a wrong conclusion.

The butcher sells meats, and he may sell some vegetables and a few other side lines. Now, in order to handle meat he must have a considerable amount of special equipment. He needs knives, steels, saws, cleavers, chopping blocks, and cutting benches, meat racks and a refrigerator. The investment in these items runs into quite an amount. The interest and depreciation, the replacement and repairs run into a goodly sum every year and all this being a fixed charge may be classed as overhead.

The vegetables and the other side lines sold, however, do not require all this equipment. Now suppose that at the end of the year the total overhead cost for the past twelve months is figured up. It is found that this bears a certain percentage to the total sales. This is taken as the percentage of the selling price that represents overhead and used in determining prices for the coming year.

It is likely to be found by this process that there is little or no money in the vegetables and other side lines. They have to be sold on such a close margin in order to meet competition that there is nothing in it apparently for the butcher. Therefore he does not push their sales, but confines most of his attention to meat. At the end of the year he is surprised to learn that he has made less money than he did the year before.

His trouble has been that he has made

a very common mistake in figuring the cost of doing business. He has charged the overhead cost of those things which are needed for the meat alone to the vegetables and other side lines as well as to the meat. As a consequence, his book-keeping showed him that these other lines did not pay and that most of the profit was in the meat.

Mistake in Figuring Costs.

As a matter of fact, however, he was actually making more on the vegetables than he was on the meat, for the reason that he was making the selling prices of them, insofar as he was able, high enough not only to pay the overhead chargeable to them, but also part of that which should have been charged to the meat department. As a consequence he was not figuring a high enough cost against his meat department, and the final result was a loss of money.

In order to know exactly what it is costing to do business it is necessary to charge up against the different departments those expenses which are due to that department. It is a wise course to keep all meat sales entirely separate from the sales of everything else. In that way, and in that way only, is it possible to know exactly what proportion of the selling price is consumed by expenses.

If side lines are carried it is well to have two cash registers or cash drawers. In drug stores one is constantly seeing this system used. At the soda fountain there is almost always a cash register used for keeping track of fountain sales while other sales are recorded by another register.

It is not a difficult thing to keep track of sales by departments if the money taken in by the different departments is kept separate and the sales to credit customers are classified in a sales book. This can be done in a one man store as easily as in a larger one. It is being done to a very considerable extent in drug stores. It has to be now on account of the different taxes that have to be paid.

The Cost of Delivery.

There is another item of cost that also must be given attention. That is the cost of delivery. It may prove to be a dangerous practice to charge up the delivery costs to all the sales. It gives a wrong idea in regard to the real cost of delivering. If the store sales are high, if most of the people pay cash and carry home their purchases, then the cost of delivery may appear small, while in fact it is very expensive, and more than eats up the profit of every delivery that is made.

The only safe way is to keep a record of the amount of the sales that are delivered, and against these charge the cost of delivering. If this is done it will be easy to

learn whether it will or will not pay to extend the delivery system.

The really great advantage in keeping track of costs in this manner is that it shows just where the profits come from and what causes the losses. If the costs are all bunched together and not charged against the sales that are the cause of the costs, there is no way of telling exactly where the profits come from, or what is causing any losses. It is just a matter of guessing.

Any man who does business by guess is not really doing business. He is gambling. Usually he is gambling against a sure thing. He can't possibly win. He is bound to lose. It would seem unwise, to say the least, to do this when it is possible to learn the exact facts.

Keep Track of All Costs.

The safest way of doing business is to keep just as detailed a record as possible of all costs. Insofar as possible each thing sold should have all its costs charged up against it. This means that the business must be divided into departments. From the cost-of-doing-business stand point these departments must be divided according to costs rather than according to anything else.

That is, as has already been suggested there should be the meat department, including the sale of everything that requires the use of butcher tools and refrigeration. Then there should be the vegetable, fruit, canned goods, and other side lines which do not require all the overhead of the meat department. These may all be included in one department or divided up into several.

A separate account should be kept of the volume of sales that are delivered and the cost of the delivery service. Another account should also be kept of the cost of keeping track of credit accounts, the cost of collecting and the percentage of loss. Such an account will soon show whether or not it is better to change to a cash basis.

It may seem like a lot of work to keep all of these records, but after they have once been started it is not nearly as hard as it looks. A separate book may be used for each account, or they may be kept on individual cards. It is also very simple to keep them.

The only difficulty is to get them started right, to make sure that all the items of cost are charged to each department, and that none are charged that should not be. Even the smallest items should not be overlooked. A number of small items will total up into a large one.

The costs charged up against the meat department, the other departments, the credit customers and the delivery should total the exact amount that is found to be the total cost of doing business. In this way one checks the other, and the butcher may be sure that if they do agree that his

accounts are correct and his costs of doing business have been figured accurately.

Not Difficult to Do This.

There is nothing at all difficult about keeping these accounts, and the knowledge that they give the butcher about his business is worth far more than the small amount of time required. If the items are entered in the records of each department each day, the results are pretty sure to be more accurate.

It is very easy to keep the meat and the vegetable or other department in the store separate. Separate cash draws or cash registers and separate charge books or sales slips are all that are necessary to be certain that sales are kept separate. Expenses for the departments can also be easily charged correctly.

In the case of credit customers and delivering, however, the problem is a little more complicated for the reason that some of the deliveries will be to cash and some to credit customers and some credit sales will be taken away by the customer. However, in these days of the high cost of doing business it is highly important that close records be kept of the cost of delivering and of extending credit, not in terms of the whole business, but in terms of the sales delivered and the credit sales.

The butcher can't afford to extend any service the cost of which he does not know to a cent.

LOCAL AND PERSONAL.

John J. Hirsch will open a meat market at Bayfield, Wis.

Stevens & Co. are opening a meat market at Dillon, Mont.

Sid Caraway will open a new meat market at Lubbock, Texas.

E. Fink has engaged in the meat business in Springdale, Ark.

The City Meat Market, Conway, Ark., has been destroyed by fire.

M. F. Warwick, Chetopa, Kans., has sold his meat market to John Grant.

Tom Collinson is about to engage in the meat business at Newkirk, Okla.

H. C. McCann is arranging to engage in the meat business at Seneca, Neb.

Hatch & Son have purchased the Willis Sheets meat market at Arcadia, Kans.

The Bonner Meat Co. is completing a \$100,000 packing plant at Sandpoint, Ida.

George Randle will open a new meat market at 141 Broadway, Waukesha, Wis.

The Lineback grocery and meat market, Tipton, Ind., was recently destroyed by fire.

Chas. P. Hardin has purchased the meat department of the Basket Store, Havelock, Neb.

M. A. Borrall, Butte, Neb., has purchased the Butte Meat Market from E. J. Winget & Son.

Albert Julis & Son have opened a new meat market at 629 Twelfth Ave., Cedar Rapids, Ia.

L. E. Bergstrom has sold his meat and grocery business to L. B. Munsell, Penock, Minn.

A. E. Shope of Winfield has purchased the meat market of W. N. Walcott at Grenola, Kans.

Frank Burkhardt and Alex Filli have purchased The Gary Cash Market, 1120 Broadway, Gary, Ind.

Krohn Bros. have opened a meat market at Mt. Horeb, Wis.

Henry Englesby has opened a meat market at Watertown, S. D.

Herbert Barnes has sold his meat business at Brunswick, Nebr., to Fred Dyson.

Chas. Hill and Wallace Kennedy have purchased a meat market at Hanover, Ill.

C. M. Burkdoll has purchased the City Meat Market from J. E. Baker & Son, Pawnee, Okla.

Chr. Wilhelmsen will open a meat market at Hillsboro, N. D., in the near future.

A. F. Zanto has purchased the Thielman slaughter house at Merrill, Wis., from Val. Henrich.

R. H. Crowder has purchased the meat market of R. W. Keating, East Main St., Princeton, Ky.

J. J. Leak and Son, Raymond, Ohio, have purchased a grocery and meat market in Columbus, Ohio.

Ruth Bros., 140 Hamilton St., Reading, Penna., have sold their meat market to Daniel Capozello.

Buehler Brothers of Chicago have opened a new meat market in the Colonial building, Newcastle, Ind.

The Economy Market, Fairview, Okla., of which C. B. McClane is proprietor, has moved to a new location.

Geo. Wright and Mel Shaffer are contemplating opening a meat market in the Blair building, Plymouth, Ill.

H. N. Grippen has sold his meat market at LeMars, Ia., to N. F. Madison, who formerly conducted the market.

Homer Bowling has purchased from Mr. Brummert an interest in the B. H. & B. meat market, Jennings, Okla.

Pugh Brothers have purchased the meat market formerly operated by Rice and Wilson, Richland Center, Wis.

A new meat market has been opened on North Fourth street, Hudson, N. Y., to be known as The National Market.

John Schafer, Jr., has purchased half interest in the meat market of Frank Schaffer, 505 E. State St., Rockford, Ill.

E. D. Conger has sold his interest in the Katz Market Co. at Grand Rapids, Mich., to his partner, Jacob Ryskamp.

Edward Schindler has purchased the meat business formerly owned by Thomas Darcy at 601 Ellis Ave., Ashland, Wis.

Albert Pease has leased the Fred Lapin meat market, 637 West Beardsley Ave., Elkhart, Ind., and will open a meat market.

Ean Fink has opened a meat market in the building formerly occupied by the Industrial Transportation Co., Springdale, Ark.

C. J. Appel was elected president at the annual meeting of the Grand Rapids Retail Grocers and Meat Dealers' Protective Association.

The Palace Market, 215 South Main St., Carthage, Mo., has been closed, Mr. Chas. Ehret, the manager, having accepted a position in Wichita.

The Lineback meat and grocery store at Kempton, Ind., was recently destroyed by fire.

J. W. Scott & Co. have purchased A. F. Mackie's meat and grocery store at Broken Bow, Nebr.

Extensive improvements, costing in the neighborhood of \$12,000, have been made to the McNair meat market on East Front St., Red Bank, N. J.

Matthew W. Gallagher has purchased the Ruthland Street Market, located at 304 South Ruthland street, Watertown, N. Y., from G. J. Coughlin.

D. J. Evans has purchased the butcher shop of E. D. Smith, Chase, Kans., and will continue the business under the name of the Chase Meat Market.

Twenty dealers in livestock at the Sioux City, Ia., stockyards are contemplating opening a retail "pay-and-carry" meat market the first of the year.

A. H. Wyman has purchased the meat business and fixtures of B. A. Oestreich who has operated the City Meat Market at Lemmon, S. D., for several years.

E. J. Galloway has purchased Charles Whitehead's interest in the Sanitary Market, Livingston, Texas, the firm name in the future to be Golden & Galloway.

The Tomlin Meat Co. has sold The Pioneer Meat Market, Ortonville, Minn., to Dann & Gutzman. Mr. Tomlin is now conducting a meat market at Bellingham, Minn.

Jerman Brothers have opened a meat and grocery business at West Point, Nebr. One of the biggest features of their business is the installation of a modern ice plant.

O'Harra & Sons have bought back the meat market at Gering, Nebr., which they sold to Eberhardt & Co. They will also continue operations at their market at Scottsbluff, Nebr.

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100 Emerson Place, Brooklyn, N. Y.



New York Section

The United Butchers' Fat Rendering Company, of Jersey City, N. J., has been capitalized at \$150,000, for the purpose of collecting and dealing in fats and fertilizers.

Prices realized on Swift & Company's sales of carcass beef in New York City for the week ending Saturday, Dec. 25, 1920, on shipments sold out, ranged from 13.50 to 21 cents per pound and averaged 15.59 per pound.

Daniel Sweeney, cattle and small-stock buyer in the East for Armour & Company, passed away at Buffalo recently. His jovial manner and sterling integrity won for him the highest esteem of his employers as well as competitors in the live-stock trade.

Brooklyn meat dealers have joined with their Manhattan brethren in the Meat Council of New York, an organization composed of representatives of the retailers, the packers and the public, which is to iron out all disputes and difficulties, and co-operate to study the question of meat distribution and handle it to the best advantage of both trade and consumer.

The members of the Armour Club, New York, are considering a dance to be held in January at the Hotel Commodore. Some of the members have expressed a desire

for a masquerade, others want a domino dance, and still others want just an informal gathering. The question, in order to be decided to the satisfaction of all, has been put to a vote. The members in each branch house and plant have been asked to voice their opinion.

The Mutual Aid Society of the New York Butchers' Dressed Meat Company at a recent meeting suggested that a committee be appointed to find ways and means of running a dance at the plant. Chairman Edwards appointed Lewin and Louis Meyer as a committee of two to work up some plan for submission at the next meeting. While nothing definite has been decided upon, it has been suggested that the large assembly cooler on the main floor of the old building be completely renovated, the parquet floor polished, and the room generally decorated. This would make the cooler as practical a ball room as could be found in the city. The third week in January and a Saturday night is suggested. Definite action will be taken at the next meeting of the society.

The number of pounds of meat, poultry and game seized and destroyed in the city of New York during the week ending Dec. 25, 1920, is shown as follows by a report of the New York City Health Department: Meat—Manhattan, 4½ lbs.; Bronx, 5 lbs.; Queens, 25 lbs.; Richmond, 136 lbs.; total, 170½ lbs. Fish—Manhattan, 302 lbs.; Richmond, 16 lbs.; total, 318 lbs. Poultry and Game—Manhattan, 8,057½ lbs.; Queens, 45 lbs.; Richmond, 26 lbs.; total, 8,128½ lbs.

The welfare committee of the Ye Olde New York branch, United Master Butchers of America, report progress on the arrangements for the annual ball. They state that while the admission per person is \$2.00, participants will not spend as much money as in other years, for the reason that there is nothing to spend money on. Both punch and lemonade will be served gratis and the secretary states does not know whether there will be a "kick" in either or both—that remains to be seen, or rather, tasted. The committee is working hard that all may have the usual good time.

August Fink of A. Fink & Sons, Newark, N. J., W. R. Roebing, the authority on fishing and hunting in the state of New Jersey, and Arthur Luft, of S. Oppenheimer & Company, New York, are leaving New York on January 7 for a fishing and hunting trip in the wilds of Florida, and have chartered the auxiliary yacht, "The Joy." The following are some of the species of fish which they will hunt for: Sailfish, grouper, barracoota, yellow tail, bonefish, dolphin, king mackerel, red snapper, jewfish, jack, stingray, tarpon, turbot, various species of shark, and other smaller specimens too numerous to mention. They will also hunt for wild turkey, wild duck, grouse, partridge, snipe, pheasants, wild boar, wildcat, leopards, alligators and rattlesnakes, all of which are very plentiful in the everglades of Florida. If they return alive they will be in a position to add largely to the Bronx Zoo collection, not to mention the American Museum of Natural History.

CUDAHY PACKING CO. REPORT.

(Continued from page 20.)

The Packer and the Producer.

I have always been a warm advocate of any movement that would bring about a clearer understanding of the packers' problems by the producer, and deprecate the many efforts made by agitators, misinformed and otherwise, to sow dissension between these two great and necessary agencies in the production of the nation's food supply.

The farmer who, during the last year, sold his fattened cattle at less than he paid for them as feeders, or who was unable to realize from his hogs the value of the high-priced corn used to fatten them, should bear in mind that the packer who bought them has probably sold the product at even greater loss.

In other words the packer, with products in course of preparation or cure at all times, is the owner of what is equivalent to many thousands of cattle, hogs and sheep. Few livestock producers realize that declines in livestock prices affect the packer to a much greater extent through such holdings than they affect any individual producer.

In conclusion, it should be remembered that the world-wide demand for food still continues. Prices of packinghouse products have reached a level where any further serious decline would seem to be out of the question, and with our inventories carried at conservative market value, I feel that your company is in a position where its earnings will respond promptly and favorably to any improvement in general market conditions.

Statement of Finances.

At the stockholders' meeting the entire board of directors was re-elected.

The company's balance sheet for the fiscal year ending October 30, 1920, makes

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Markets at Chicago and three Eastern markets on Wednesday, December 29, 1920, as follows:

	Chicago.	Boston.	New York.	Philadelphia.
Fresh Beef—				
STEERS:				
Choice	\$22.00@23.00	\$20.00@21.00	\$19.00@20.00	\$18.00@19.00
Good	18.00@20.00	18.00@19.00	17.00@20.00	16.00@20.00
Medium	15.00@18.00	17.00@18.00	16.00@17.00	16.00@17.00
Common	11.00@15.00	.....@.....	14.00@15.00	14.00@15.00
COWS:				
Good	13.00@15.00	15.50@16.00	13.00@14.00	14.00@15.00
Medium	11.00@12.00	14.00@15.00	12.00@13.00	13.00@14.00
Common	10.00@11.00	.....@.....	11.00@12.00	12.00@13.00
BULLS:				
Good .....	.....@.....	12.00@13.00@.....@.....
Medium .....	.....@.....	11.00@12.00@.....@.....
Common	9.75@10.25	.....@.....	10.50@11.00@.....
Fresh Veal—				
Choice	17.00@18.00	.....@.....	21.00@23.00	24.00@25.00
Good	14.00@16.00	.....@.....	20.00@21.00	21.00@23.00
Medium	13.00@14.00	18.00@20.00	18.00@20.00	17.00@19.00
Common	10.00@12.00	15.00@17.00	14.00@15.00@.....
Fresh Lamb and Mutton—				
LAMB:				
Choice	24.00@26.00	25.00@26.00	25.00@26.00	26.00@28.00
Good	22.00@23.00	24.00@25.00	23.00@24.00	25.00@26.00
Medium	18.00@21.00	21.00@23.00	20.00@22.00	24.00@25.00
Common	15.00@17.00	.....@.....	18.00@20.00	20.00@24.00
YEARLINGS:				
Good	18.00@19.00	20.00@22.00	22.00@23.00@.....
Medium	16.00@17.00	17.00@18.00	20.00@21.00@.....
Common	14.00@15.00@.....@.....@.....
MUTTON:				
Good	11.00@12.00	12.00@14.00	11.00@12.00@.....
Medium	8.00@10.00	10.00@11.00	10.00@11.00	12.00@13.00
Common	7.00@8.00	8.00@10.00	8.00@10.00	9.00@12.00
Fresh Pork Cuts—				
LOINS:				
8-10 lb. average	27.00@28.00	26.00@27.00	24.00@26.00	22.00@25.00
10-12 lb. average	25.00@26.00	25.00@26.00	23.00@24.00	21.00@23.00
12-14 lb. average	22.00@24.00	23.00@24.00	21.00@22.00	19.00@22.00
14 lb. over	17.00@20.00	22.00@23.00	18.00@21.00	16.00@20.00
SHOULDER:				
Skinned	17.00@20.00	.....@.....	15.00@16.00	14.00@17.00
PICNICS:				
4-6 lb. average	15.00@16.00	17.00@17.50	.....@.....	17.00@16.00
6-8 lb. average	14.00@15.00	15.00@15.50	14.00@15.00	12.00@14.00
8 lb. over	13.00@14.00@.....@.....@.....
BUTTS:				
Boneless .....	.....@.....	.....@.....	18.00@20.00@.....
Boston style	20.00@23.00	.....@.....	17.00@18.00	16.00@20.00

*Veal prices include "hide on" at Chicago and New York.



BRAND'S Agitator Caldron

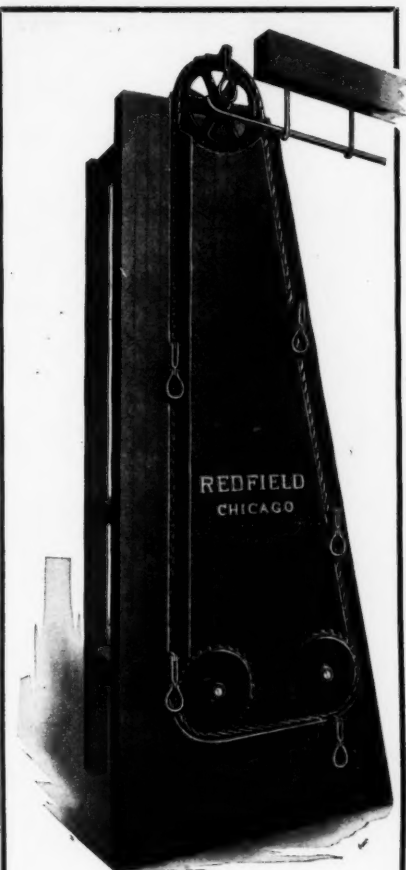
GAS-FIRED

Agitator Scrapes Bottom and Sides of Kettle While Stirring Lard, Fat or Grease. Saves Its Cost in Labor and Scorched Goods. A Batch May Be Rendered in Three to Four Hours.

MOTOR - OR - BELT - DRIVE

**M. BRAND & SONS
Manufacturers**

First Ave. and 49th St.
NEW YORK



HOG HOIST

Redfield Mechanical Co.
Manufacturers

820 Exchange Ave.
CHICAGO

**EVERYTHING
FOR THE
PACKING HOUSE**



**NEW YORK
RIVERSIDE MOTOR SALES, Inc.**
BROADWAY at 166th STREET
Phone, Wadsworth 5494

reputation for high quality with both dealer and consumer. In addition to canned meats the company packs jellies, jams, preserves, pork and beans, vegetables, California fruits and other products. Both of the well known brands—Red Crown and Council—will be continued by the new corporation.

the following showing, according to the annual report of Treasurer J. E. Wagner:

ASSETS.	
CURRENT AND WORKING ASSETS:	
Cash	\$ 6,823,339.43
Accounts receivable	15,040,537.52
Notes receivable	1,645,982.20
Advances on purchases	1,275,015.15
Inventory—Product, merchandise and supplies	30,648,350.79
Unexpired insurance	117,108.25
Prepaid interest	458,801.15
	<hr/> \$56,010,050.47
INVESTMENTS:	
Stocks and bonds	1,614,151.04
FIXED ASSETS:	
Packing and other manufacturing plants, real estate, buildings, machinery, etc.	\$20,485,045.79
Sales branches—real estate, buildings and equipment	4,340,704.39
Car and refrigerator line	1,963,106.58
Farm land and improvements	147,461.15
	<hr/> \$26,936,317.91
Less depreciation reserve	3,852,860.51
	<hr/> \$23,083,457.40
O. D. C. advertising investment	750,000.00
	<hr/> 23,833,457.40
BOND AND NOTE DISCOUNT (being amortized)	
	<hr/> 467,439.28
LIABILITIES.	
CURRENT AND ACCRUED LIABILITIES:	
Notes payable	\$33,460,108.46
Accounts payable	1,626,342.25
Bond and note interest accrued	306,642.20
Preferred stock dividends, payable Nov. 1, 1920	289,267.50
	<hr/> \$35,681,820.50
RESERVE FOR CONTINGENCIES	
	<hr/> 308,947.82
7% SINKING FUND FIVE-YEAR GOLD NOTES, DUE JULY 15, 1923:	
Authorized and issued	\$10,000,000.00
Less retired through sinking fund	3,000,000.00
	<hr/> 7,000,000.00
5% FIRST MORTGAGE GOLD BONDS, DUE 1946:	
Authorized \$12,000,000.00	
Issued	\$ 9,000,000.00
Less retired through sinking fund	1,078,109.00
	<hr/> 7,921,890.00
CAPITAL STOCK:	
Authorized and outstanding—	
Preferred 6% cumulative	2,000,000.00
Preferred 7% cumulative	6,550,500.00
Common	17,249,500.00
	<hr/> \$25,800,000.00
SURPLUS	
Net profit for year	\$5,082,566.56
Dividends paid and accrued	1,484,133.75
	<hr/> 5,122,720.87
	<hr/> \$30,922,720.87
	<hr/> \$81,925,089.19

Sales for year ending October 30, 1920, were reported as \$288,802,000, compared to sales for year ending November 1, 1919, of \$305,997,000.

MEAT CANNING CONSOLIDATION.

Announcement is made of the consolidation of the Indian Packing Corporation and the Acme Packing Company, both well known to the trade. The consolidated organization will be known as Acme Packing Company.

It is said by the promoters that the combination of these two strong factors in the meat-canning industry into one company is expected to accomplish an annual saving of at least \$1,000,000 in costs of operation, management, selling and advertising.

The new corporation will be headed by C. E. Martin, president and organizer of Acme Packing Company, who is said to be responsible not alone for the success attained by the Acme Packing Company in the canned meat business, but for the bringing about of the consolidation.

Mr. Martin, with very small capital and under the greatest of handicaps, established in 1909 the Acme Packing Company and developed the business to the position of a dominant factor in its field. As president of the consolidated company he will find further opportunity to show his constructive abilities.

The Indian Packing Corporation was organized under the laws of Delaware, July 22, 1919, and has been known as a large and very aggressive advertiser of Council Brand canned meats and other canned food products. They have large and thoroughly modern packing plants at Green Bay, Wis., Providence, R. I., and Greenwood, Ind. The Acme Packing Company's plants are located in Chicago and branches are maintained throughout the country.

Virtually the entire organization of the Indian Packing Corporation retires, with the exception of John M. Clair, secretary, who is to become one of the vice-presidents of the new corporation. The other officers will be C. E. Martin, president; Meyer Katz, vice-president; A. C. Tolde, secretary and treasurer, all of whom have held the same offices with the old Acme organization. The new Acme Packing Company will have a capitalization of \$12,000,000, all common stock, and will have a charter from the state of Illinois.

The new corporation, it is said, will be in very strong financial position, with plants of the most modern construction, with brands made famous through wide advertising and distribution. And with sales precedent of some \$15,000,000 for the two companies. The Red Crown brand packed by the Acme has won an enviable

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, good	9.00@11.00
Cows, common to choice	2.00@ 7.50
Bulls, inferior to very good	5.50@ 7.00
Heifers	@

LIVE CALVES.

Calves, veals, prime, per 100 lbs.	17.25@17.50
Calves, veals, culls, per 100 lbs.	8.00@10.50
Calves, fed, per 100 lbs.	6.50@ 8.00

LIVE SHEEP AND LAMBS.

Spring lambs, prime, 100 lbs.	11.75@12.00
Sheep, ewes, prime, per 100 lbs.	5.00@ 5.25
Sheep, yearlings, per 100 lbs.	@
Sheep, culls, per 100 lbs.	1.50@ 2.75

LIVE HOGS.

Hogs, heavy	@10.75
Hogs, medium	@11.00
Hogs, 140 lbs.	@11.00
Pigs, under 70 lbs.	@10.50
Roughs	@ 8.50

DRESSED BEEF.

CITY DRESSED.

Choice, native, heavy	.24 @26
Choice, native, light	.23 @25
Native, common to fair	.18 @22

WESTERN DRESSED BEEF.

Choice, native, heavy	.24 @25
Choice, native, light	.23 @24
Native, common to good	.18 @19
Choice, Western, heavy	.19 @20
Choice, Western, light	.17 @18
Common to fair, Texas	.14 @15
Good to choice heifers	.21 @22
Common to fair heifers	.17 @18
Choice cows	.14 @15
Common to fair cows	.12 @13
Fresh bologna bulls	.11 @12 1/2

BEEF CUTS.

	Western.	City.
No. 1 ribs	@27	30 @34
No. 2 ribs	@18	26 @29
No. 3 ribs	@14	20 @25
No. 1 loins	@29	34 @38
No. 2 loins	@21	28 @32
No. 3 loins	@11	24 @27
No. 2 hinds and ribs	.28 @29	26 @30
No. 2 hinds and ribs	.25 @26	23 @25
No. 3 hinds and ribs	.20 @21	20 @22
No. 1 rounds	@17	@18
No. 2 rounds	@14	@16
No. 3 rounds	@11	@15
No. 1 chuck	@17	@20
No. 2 chuck	@11	@18
No. 3 chuck	@ 9	@16

DRESSED CALVES.

Veals, city dressed, good to prime, per lb.	@32
Veals, country dressed, per lb.	@23
Western calves, choice	@23
Western calves, fair to good	@21
Grassers and buttermilks	.13 @14

DRESSED HOGS.

Hogs, heavy	@15 1/4
Hogs, 180 lbs.	@15 1/2
Hogs, 160 lbs.	@15 1/4
Hogs, 140 lbs.	@16
Pigs	@16

DRESSED SHEEP AND LAMBS.

Lambs, choice, spring	.25 @27
Lambs, choice	.24 @25
Sheep, choice	.13 @14
Sheep, medium to good	.11 @12
Sheep, culls	.8 @10

PROVISIONS

(Jobbing Trade.)

Smoked hams, 10 lbs. avg.	@23
Smoked hams, 12@14 lbs. avg.	@23
Smoked picnic, light	.18 @19
Smoked picnic, heavy	.17 @18
Smoked shoulders	@22
Smoked beef tongue, per lb	.48 @52
Smoked bacon (rib in)	.35 @36
Dried beef cuts	.48 @52
Pickled bellies, heavy	.21 @22

FRESH PORK CUTS.

Fresh pork loins, Western	@25
Frozen pork loins	@30
Frozen pork tenderloins	.45 @50
Shoulders, city	@
Shoulders, Western	.18 @19
Butts, regular, Western	.20 @22
Butts, regular, fresh city	@
Butts, boneless, Western	.22 @24
Fresh hams, city	@
Fresh picnic hams, Western	.16 @17

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pcs.	80.00@100.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.	70.00@ 80.00
Black hoofs, per ton	40.00@ 50.00
Striped hoofs, per ton	40.00@ 50.00
White hoofs, per ton	70.00@ 85.00
Thigh bones, avg. 85 to 90 lbs., per 100 pcs.	90.00@100.00
Horns, avg. 7 1/2 oz. and over, No. 1s.	225.00@275.00
Horns, avg. 7 1/2 oz. and over, No. 2s.	175.00@200.00
Horns, avg. 7 1/2 oz. and over, No. 3s.	100.00@150.00

BUTCHERS' SUNDRIES.

Fresh steer tongues, L. C., trim'd	@42c.	a pound
Fresh steer tongues, untrimmed	@32c.	a pound
Calves heads, scalded	@70c.	a piece
Sweetbreads, veal	@70c.	a pair
Sweetbreads, beef	@60c.	a pound
Beef kidneys	@15c.	a pound
Mutton kidneys	@5c.	each
Livers, beef	@20c.	a pound
Hearties, beef	@15c.	a pound
Rolls, beef	@22 1/2c.	a pound
Tenderloin beef, Western	@50c.	a pound
Lamb's fries	@9c.	a pair
Extra lean pork trimmings	@13c.	a pound

BUTCHER'S FAT.

Ordinary shop fat	@ 1 1/2
Suet, fresh and heavy	@ 4
Shop bones, per cwt.	@25

SAUSAGE CASINGS.

Sheep, imp., wide, per bundle	@2.25
Sheep, imp., medium wide, per bundle	@2.00
Sheep, imp., medium, per bundle	@1.50
Sheep, imp., narrow, per bundle	@.95
Hog, free of salt, f. o. b. New York	@1.40
Hog, extra narrow, selected, per lb.	@1.75
Hog middles	@26
Hog bungs	@18
Hog bungs, export	@28
Beef rounds, domestic, per set, f. o. b. New York	@28
Beef rounds, export, per set, f. o. b. New York	@32
Beef bungs, f. o. b. New York	@24
Beef middles, per set, f. o. b. New York	@43
Beef, weasands, No. 1s, each	@12
Beef bladders, small, per doz.	@1.25
Beef, weasands, No. 2s, each	@ 6

SPICES.

	Whole.	Ground.
Pepper, Sing., white	19	22
Pepper, Sing., black	10	13
Pepper, red	26	30
Allspice	6	9
Cinnamon	14	17
Coriander	28	33
Cloves	15	18
Ginger	38	43
Mace		

CURING MATERIALS.

	Bags.	Bbls.
Refined saltpetre, granulated	11 1/2	12
Refined saltpetre, small crystals	12 1/2	13
Refined nitrate soda, C. L. gran.	5 1/2	5 1/2
Refined nitrate soda, L. C. L. gran.	5 1/2	5 1/2
Refined nitrate soda, C. L., crystal	5 1/2	6
Refined nitrate soda, L. C. L., crystal	6 1/2	6 1/2

Double refined nitrate of soda and saltpetre in kegs, 160 to 130 lbs. net, 1c over above prices.

GREEN CALFSKINS.

No. 1 skins	@.15
No. 2 skins	@.13
No. 3 skins	@.05
Branded skins	@.06
Ticky skins	@.06
No. 1 B. M. skins	@.11
No. 2 B. M. skins	@.09
No. 1, 9 1/4@12 1/2 lbs.	@1.50
No. 2, 9 1/4@12 1/2 lbs.	@1.30
No. 1 B. M., 9 1/4@12 lbs.	@1.05
No. 2 B. M., 9 1/4@12 1/2 lbs.	@.85
Branded skins, 9 1/4@12 1/2 lbs.	@.60

Ticky skins, 9 1/4@12 lbs.	@.80
No. 1, 12 1/2@14 lbs.	@2.00
No. 2, 12 1/2@14 lbs.	@1.75
No. 1 B. M., 12 1/2@14 lbs.	@1.50
No. 2 B. M., 12 1/2@14 lbs.	@1.25
No. 1 kip, 14@18 lbs.	@2.50
No. 2 kips, 14@18 lbs.	@2.25
No. 1 B. M., 14@18 lbs.	@2.00
No. 2 B. M., 14@18 lbs.	@1.75
No. 1 heavy kips, 18 lbs. and over	@3.00
No. 2 heavy kips, 18 lbs. and over	@2.75
Branded kips	@1.50
Heavy branded kips	@2.00
Ticky kips	@1.50
Heavy ticky kips	@2.00

All skins must have tall bone cut.

DRESSED POULTRY.

FRESH KILLED.

Fowls—Fresh—dry packed, milk fed—12 to box.	
Western, 60 lbs. and over to dozen, lb.	.36 @37
Western, 48 to 56 lbs. to dozen, lb.	.33 @34
Western, 43 to 47 lbs. to dozen, lb.	.29 @31
Western, 36 to 42 lbs. to dozen, lb.	.27 @29
Western, 30 to 35 lbs. to dozen, lb.	.24 @25
Western, under 30 lbs. to dozen, lb.	.23 @24
Fowls—Fresh—dry packed, corn fed—12 to box.	
W'n, 60 lbs. and over to dozen, lb.	.35 @36
Western, 48 to 56 lbs. to dozen, lb.	.31 @33
Western, 43 to 47 lbs. to dozen, lb.	.27 @29
Western, 36 to 42 lbs. to dozen, lb.	.25 @27
Western, 30 to 35 lbs. to dozen, lb.	.23 @24
Western, under 30 lbs. to dozen, lb.	.22 @23
Fowls—Fresh—Dry Packed—Barrels.	
Western, dry picked, 5 lbs. and over, lb.	.32 @33
Western, dry picked, 4 1/2 lbs. each, lb.	.28 @30
Western, dry picked, 4 lbs. each, lb.	.26 @28
Western, dry picked, 3 1/2 lbs. each, lb.	.24 @26
W'n, dry picked, 3 lbs. and under, lb.	.22 @23
Old Cocks—Fresh—dry packed—boxes or bbls.	
Western, dry picked, lb.	.24 @25
Western, scalded	.22 @23
Ducks—	
Long Island, frozen, lb.	@40
Squabs—	
Prime, white, 10 lbs. to doz., doz.	@11.00
Prime, white, 9 lbs. to doz., doz.	@10.00
Prime, white, 8 lbs. to doz., doz.	@ 9.00
Prime, white, 7 lbs. to doz., doz.	@ 7.00
Prime, white, 6 to 6 1/2 lbs. to doz.	5.00@ 6.00
Dark, per dozen	3.50@ 4.00
Culls, per dozen	1.50@ 2.60

LIVE POULTRY.

Fowls, colored, via express	.30 @34
Chickens, via express	.32 @34
Old roosters, via freight	@22
Turkeys, via freight	@
Ducks, Western, via freight	@32
Geese, via freight	.27 @28
Pigeons, per pair	.50 @55
Guineas, per pair	.50 @55

BUTTER.

Creamery (92 score)	@56
Creamery (higher scoring lots)	.56 1/2 @57
Creamery, firsts	.43 1/2 @47
Creamery, seconds	.37 @42
Creamery, lower grades	.32 @36

EGGS.

Fresh gathered, extras, per dozen	.75 @76
Fresh gathered, extra firsts	.75 @76
Fresh gathered, firsts	.73 @74
Fresh gathered, seconds	.68 @72
Fresh gath. checks, good to choice, dry	.48 @52
Fresh gathered dirties, No. 1	.54 @56

FERTILIZER MARKETS

BASIS NEW YORK DELIVERY

Bone meal, steamed, 3 and 50, per ton	@35.00
Bone meal, raw, per ton	40.00@42.50
Dried blood, high grade	@ 4.00
Nitrate of soda—spot	@ 3.00
Bone black, discard, sugar house del. New York	30.00@45.00
Ground tankage, N. Y., 9 to 12 per cent ammonia	4.00 and 10c
Garbage tankage	@10.50
Fish scrap, dried, 11 per cent ammonia and 15 per cent bone phosphate, delivered, Baltimore	4.00@ 4.50
Foreign fish guano, testing 13@14 per cent ammonia and about 10 per cent B. Phos. lime	5.00@ 5.50
Wet, acidulated, 7 per cent ammonia per ton, f.o.b. factory (35c. per unit available phos. acid)	4.00 and 50c
Sulphate ammonia, for shipment, per 100 lbs. guar., 25 per cent, in bags	@ 3.50

